



THE NATIONAL Provisioner

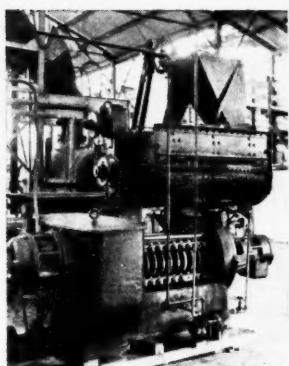
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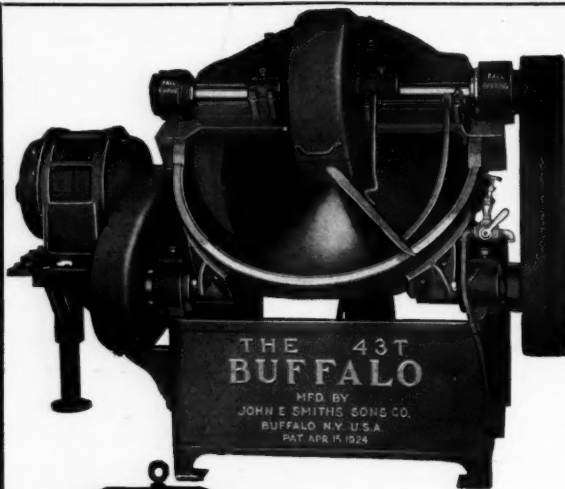


Expeller Effects Big Saving

FOR several years we have told the industry that the new Anderson R. B. Crackling Expeller speeds up production, shows greater returns and gives their owners a big saving. The letter shown above from the Woodward-Bennett Packing Co. of Los Angeles is one proof of our past claims. Get in touch with us at once and let us show you the savings an Expeller can make in your plant.



THE V. D. ANDERSON COMPANY
1946 West 96th Street
Cleveland, Ohio



To make the best sausage
—most profitably—use the
world's greatest sausage
machines—"BUFFALOS"!

"BUFFALO" Self-Emptying Silent Cutter

—with bowl raised
and lowered by
compressed air.

Cuts and empties a batch
of meat in 5½ minutes—
without touching it by
hand.



"BUFFALO" Meat Grinder

Cuts clean without any heating
or mashing of the meat. Takes
large chunks through the fine
plate in one operation.

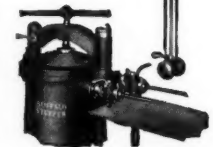
TRUNZ- "BUFFALO" BIAS Bacon Slicer

Produces a 1½-inch
wide slice from 1-
inch thick bacon by
cutting it on the
bias!

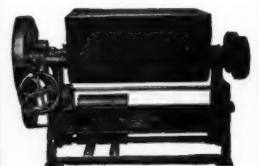
Gives you a
41% increase
in your slices.



"BUFFALO" Air Stuffer
Guaranteed leakproof



Schonland patented
Casing Puller
Saves 50% to 65% in time
and labor



"BUFFALO" Mixer
A necessary machine to obtain
high grade sausage

*It will pay you to investigate these
profit-producing machines!*

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THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 81. No. 11

SEPTEMBER 14, 1929

Chicago and New York

Widening Markets for Perishable Meat Products

New Refrigerant Being Tried Out in Shipment and Delivery of Meat Specialties and Sausage Products

Improving distribution methods—both local and long-distance—is one of the chief items in the elimination of waste program of the meat industry.

Meat products are perishable and refrigeration is vital—in the plant and all the way to the consumer.

Plant refrigeration, like other packers' problems, has been given more attention heretofore than distribution refrigeration.

Now the meat industry begins to realize that merchandising is its big problem. And in this connection proper condition of the merchandized product is vital.

Tried in the Meat Trade

Much attention has been attracted recently to a new refrigerant particularly adapted to distribution—solid carbon dioxide. It has been used successfully in the ice cream trade, and much curiosity has been expressed as to its availability.

Packers and meat manufacturers have already begun to develop uses for it. As an example, a manufacturer of high-grade sausage and meat specialties is shipping products packed in paper-lined wooden shipping cases to markets 1,000 miles distant from his plant by express.

He is also using solid carbon dioxide to refrigerate fresh meats shipped by freight in barrels. For distances up to 24 hours from the plant this method

works very well, and he has yet to receive a complaint.

In the following article the properties of solid carbon dioxide are described and some instances given how these properties are being taken advantage of by the meat industry to reduce shipping costs, deliver meats in better condition and reach markets, particularly with small shipments, that could not be reached in any other manner.

Refrigerating With CO₂

Solid carbon dioxide is made by compressing carbon dioxide gas into a

liquid under a pressure of 1,100 lbs. to the square inch, and releasing it into a tank where it expands to snow. This snow is then compressed into solid blocks.

Solid carbon dioxide has a temperature of 114 degs. below zero. It evaporates into a gas and leaves no moisture or residue.

Its efficiency as a refrigerant is based on the proper control and utilization of the insulating and refrigerating properties of the offcoming gas from which it is made and into which it evaporates.

The evaporation of solid carbon dioxide is slow. A 40-lb. block uncovered in a room should last approximately 30 hours, and when stored in a well-insulated container, such as a balsa wood box, from a week to ten days.

Evaporation is Slow.

Solid carbon dioxide is compact, light, dry and harmless and has a slight preserving effect on meats and food products. It is made at central plants where an adequate supply of the gas is available for condensation into solid form and is shipped to consumers in balsa wood boxes. During storage and shipment in these boxes it evaporates approximately 10 per cent each twenty-four hours.

Plants for the manufacture of the refrigerant are being built in various sections of the country and dependable sources of supply are increasing.

Solid carbon dioxide at present sells f. o. b. New York, Philadelphia and Chicago as low as 5c lb., and in these cities

Meat Transportation

Methods Changing

New meat transportation methods and aids, together with new processing and merchandising methods, are bringing about revolutionary changes in the meat packing industry.

With insulated and refrigerated trucks, packers in many cases, are now able to reach economically and efficiently territories they could not profitably ship into previously, and to render better service and deliver better merchandise in old territories.

Solid carbon dioxide and improved shipping containers provide means whereby processed meats, "ready-to-serve" specialties and even fresh meats can be shipped long distances by freight or express.

Cars refrigerated by mechanical means are enabling some packers to move fresh meats long distances that formerly had to be frozen and are aiding them to obtain much better prices for their merchandise.

Are you keeping in touch with these developments, Mr. Packer, and studying how they can be used profitably in your business?

All of them are aiding some packers to make better profits. Perhaps one or another of them would aid you to solve some of your transportation problems.

is delivered to customers. Shipments are being made from New York as far north as Maine, as far west as Columbus, O., and as far south as Porto Rico.

To what extent dry ice will be used as a refrigerant in the meat industry remains to be seen.

In some respects its value as a refrigerant for meats is pretty well defined. It is being used to refrigerate trucks in city and interurban service, to refrigerate individual express and freight shipments and for use in the retail store when temperatures below freezing are desired.

Some are even visioning its use in refrigerator cars.

Used for Truck Refrigeration.

Used as a refrigerant in well-insulated truck bodies it has been found that low temperatures can be maintained for comparatively long periods. One Eastern packer reports that he is able to maintain a low temperature in his trucks for 48 hours with 200 lbs. of solid carbon dioxide.

Insulated boxes holding as much as 1,000 or 1,500 lbs. of meat can be refrigerated for three days with from 30 to 50 lbs. of the refrigerant.

One packer in the Central West is building up a wide market for his frankfurts through the use of solid carbon dioxide. Most of his shipments are in small quantities, and he is finding customers as far away as 1,000 miles from his plant.

In this case no special shipping containers are used. The frankfurts are

packed in wood of fiber containers that have first been lined with several thicknesses of paper. The solid carbon dioxide is placed in a perforated cardboard box which is placed in the center of the shipment.

Shipping Sausage by Express.

For a package containing 50 lbs. of frankfurts, 3 lbs. of solid carbon dioxide is used. For a 100-lb. package, 5 lbs. of the CO₂ is placed in the package.

These quantities of solid carbon dioxide, this packer finds, are sufficient to refrigerate the packages and keep the meats in first-class condition for 48 hours. All of his refrigerated packages of sausage are shipped by express.

For larger shipments of other meats in barrels, the container is first lined with paper and the solid carbon dioxide is placed in the center of the shipment. For a barrel of meat, 8 lbs. of refrigerant is used. This quantity is sufficient to keep the meats refrigerated for twenty-four hours.

Special Fiber Shipping Containers.

For smaller shipments of meats there is available a fiber shipping container designed particularly for use with dry ice and for long distance shipments.

This box has four thicknesses of corrugated fiber board for its walls, top and bottom. The walls are stiff, permitting no displacement of the contained goods. The natural qualities of the material and the several layers of corrugated cells keep out the heat and hold in the cold.

To use these boxes with solid carbon dioxide it is simply necessary to place

the meat on the bottom, with a small piece of solid carbon dioxide wrapped in paper on top of the contents.

The box is sealed for shipment in the ordinary way with gummed tape. As the solid carbon dioxide evaporates the carbon dioxide gas given off replaces the air keeping the contents refrigerated.

Uses in the Retail Store.

In the retail store solid carbon dioxide provides one method of keeping frozen meat and fish from defrosting when coolers and cases do not provide temperatures below freezing.

In one case a retailer built an insulated box with a false bottom, in which to keep hard-chilled chops, and from which to serve them to customers. The space below the false bottom is filled with solid carbon dioxide in the morning and the box then filled with chops. One charge of solid carbon dioxide is sufficient to maintain freezing temperatures in the box all day.

Purveyors of select meats and poultry to exclusive clubs, hotels and homes are sending fowls and fine meat cuts in packages refrigerated with solid carbon dioxide. Retailers are also taking advantage of this refrigerant, to some extent, to keep customers who may be at summer resorts and at their summer homes supplied with the quality of meats they have been in the habit of purchasing.

Refrigerated Cars and Trucks.

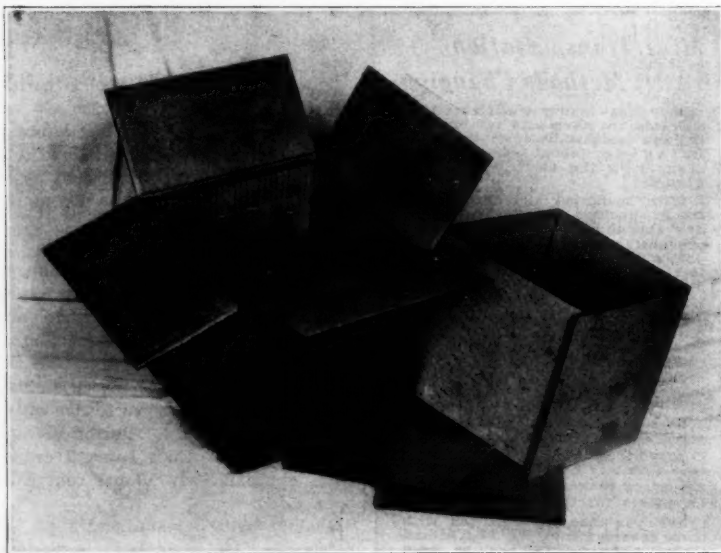
Carloads of frozen fish have been shipped for trips of four or five days with approximately 1,200 lbs. of solid carbon dioxide refrigerating the car, as against approximately 18,000 lbs. of water ice previously used over the same distance.

In many sections of the country, for ordinary distances, packers are finding that insulated trucks without refrigeration serve the needs very well. However, when refrigeration is needed it can be supplied with solid carbon dioxide without change of the truck body. In such cases the usual practice is to place the refrigerant in a container on the floor of the car, no special construction being necessary.

Solid carbon dioxide places no limitation on the use of a truck or container, as it evaporates without leaving any moisture or residue.

It is possible that it will not come into use in the meat industry as a general or plant refrigerant, but there are places and times when it can be used to advantage to meet out-of-the-ordinary conditions.

In distribution its value must be given full consideration. The fact that it can be used in almost any kind of a container, that it is several times as efficient as ice and salt as a refrigerant, and that it is light in weight and clean to handle makes its use with food products particularly applicable.



SHIPPING CONTAINER FOR USE WITH SOLID CARBON DIOXIDE.

This container, designed by Hinde & Dauch especially for meats and other food products, is made up of several thicknesses of corrugated cardboard. The natural insulating qualities of the material, and the several dead air spaces, provide a package that it is said will carry meat safely for long distances with a small quantity of solid carbon dioxide as a refrigerant.

Efficient Cleaning of Meat Plant Utensils

Sanitary Improvement and Labor Saving Result from New Devices for Washing Ham Retainers, etc.

Cleaning such utensils as ham retainers, meat loaf pans and similar articles has been more or less of a vexing problem in the meat plant.

The work is tedious when done by hand. Workers who would do it thoroughly day after day were difficult to obtain and harder to keep.

Even with conscientious workers on the job, the number of retainers to be recleaned each day was discouraging to the foreman who was striving to keep down costs in his department.

From time to time machines for cleaning ham retainers, were placed on the market. The operating principles of these devices were similar in most cases, dependence being placed on revolving brushes.

These machines, for the most part, never became popular with packers, due either to the fact that volume did not justify the expense of installing them, or because they did not do a good job of cleaning.

Recently ham retainer cleaning machines differing radically from previous designs have been developed. In these machines high pressure water instead of revolving brushes is used.

One such machine is in use in the Chicago plant of Swift & Company. Here two men are employed to wash ham retainers. Their output is 250 utensils per hour. Before this machine was installed six women were employed on this task.

How the Machine Operates.

This device is circular in shape and consists essentially of an outer shell, inside of which is a revolving table divided into compartments by vertical metal partitions. This table operates by hand.

At the front of the machine the shell is cut away to permit the insertion and removal of the pans and retainers. This work is done by one man.

In operation the workman places a container in a compartment and revolves the table to the left sufficiently to bring another compartment into po-

sition. When all of the compartments are occupied, and each container remains on the table for one revolution and has passed through the cleaning process, a container is removed from the table each time one to be cleaned is put in the machine.

As the table is revolved each container is carried through a hot soap and water cleaning, a hot water rinse and a cold water rinse. In each of these operations the water is applied against the containers under a pressure of 25 lbs., through nozzles so placed that the cleaning solution and the clear water reach all portions of the container.

High Temperature Water and Soap.

In both the soap and water cleaning and the hot rinse the water is kept at as high a temperature as possible, usually about 210 to 212 degs. Any steam generated is withdrawn from the machine and expelled to the outside of the building by a fan.

In this particular case an extra man is employed, at the point where the containers come to the machine, to wipe out each container with steel wool. Any adhering hard material is thus removed, and the cleaning solution and the rinse waters reach all the surfaces of each utensil being cleaned.

The high temperature of the washing solution and the action of the soap contained in it dissolve the grease and oil, which is subsequently rinsed off by the following high pressure rinses.

In this particular case the savings in labor are very evident. Assuming that the machine is used 8 hours a day, the labor cost of operating is \$6.80 a day. Under the old methods the labor cost of cleaning ham retainers, meat loaf pans, etc., was in the neighborhood of \$15.85 a day.

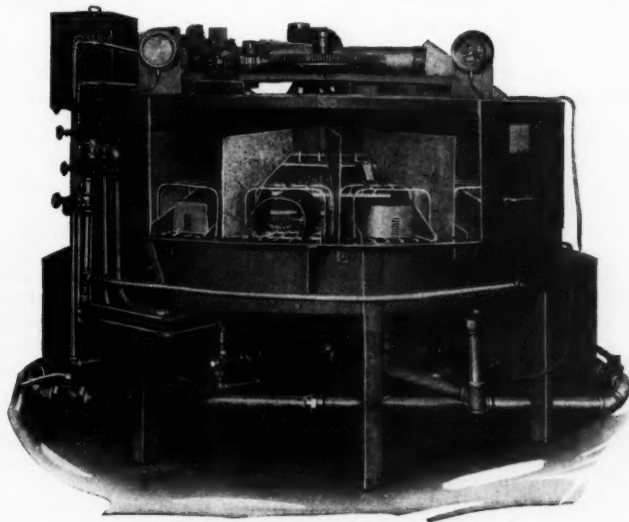
Quality of Cleaning is Improved.

The quality of the work is very good and much better than was formerly secured by washing by hand. Government inspectors like the method because it simplifies their task of inspecting these utensils.

Formerly, with hand cleaning quite a number of retainers had to be recleaned each day to bring them up to the standard of cleanliness set by the plant and by the government. Now it is only occasionally that it is necessary to send a retainer through the machine a second time.

It is equally efficient for cleaning meat loaf pans and similar articles.

In the plant of the Jacob Dold Packing Co., Buffalo, N. Y., with one of



WASHES AND RINSES HAM RETAINERS.

Ham boilers and meat loaf pans are carried on a revolving table through a cleaning bath and a hot and cold rinse. Both the cleaning solution and the rinses are sprayed on the utensils at a pressure of 25 lbs., through nozzles so located that all surfaces are reached. A temperature of 210 to 212 degs. F. is maintained in the cleaning solution and hot rinse water.

these machines three men clean 480 ham retainers and covers per hour. Prior to the installation of the machine, the company says, three men would clean about 50 retainers and covers per hour.

In this case the moulds are put through the machine promptly after the hams are removed from them. By han-

dling the retainers in this manner the salt accumulation on the retainers, which washing will not remove, builds up more slowly. About every six or eight weeks in this plant this salt accumulation is removed with acid.

The machine is manufactured by the Rice and Adams Corporation, Buffalo, N. Y.

More Organizations Ask Modification of Packers Consent Decree

Almost unanimous approval of modification of the packers' consent decree was given by representatives of livestock organizations and farmers at hearings held before a committee of the Department of Agriculture for the purpose of ascertaining the position of producers as to the economic need for modification.

The hearings were ended on September 7, following a 5-day session, during which representatives of livestock associations, general farm groups and cooperatives gave their reasons why the decree should be modified. The department will continue to receive statements and briefs from other organizations up to September 16.

While some of the organizations were strongly in favor of the removal of any prohibition that might exist against the packers as food distributors, they opposed the removal of those restrictions forbidding the four large packers to own stock or other interests in stockyards, stockyard terminal railroads, or market publications.

Farmers Ask Modification.

Opposition to any modification of the decree was made by the retail meat dealers through their representative, Emmanuel Celler, member of Congress from New York. Other organizations opposing modification were the orange distributors of California, the Colorado turkey producers, the mountain states honey producers, and certain other fruit, grain and dairy organizations.

The hearings were held by the department at the request of the Attorney General of the United States before a committee consisting of Dr. Nils A. Olson, chief of the Bureau of Agricultural Economics, chairman; Dr. John R. Mohler, chief of the Bureau of Animal Industry, and R. W. Williams, solicitor of the department.

S. H. Thompson, president of the American Farm Bureau Federation, filed a brief stating that the board of directors of the federation, after full consideration of changes during the past 10 years in the distribution of food products and the effect of these changes on the packers operating under the

terms of the consent decree, went on record on June 29, 1929, as follows:

"Recognizing the change in conditions which brought about the issuance of the packers consent decree; recognizing that the decree is now discriminatory in that it bars four prominent packers from a field open not only to their present competitors but to all others who are now entering or may enter the field of processing and retailing meats, appreciating that the widening margin between wholesale and retail costs can and does curtail consumption of meat, it is the opinion of the board of directors of the American Farm Bureau Federation that the interests of the members of this organization can be best served by the modification of that decree."

Regulation Not Prohibition.

Samuel R. Guard, editor of "Breeder's Gazette," said that livestock producers were very eager to have the packers retail meat. His publication also favored such modification as will allow the packers to distribute and retail other unrelated food products, but is opposed to packer-owned or controlled stockyards, stockyard terminal railroads and market publications.

Similar views were expressed by A. D. McKee on behalf of the National Swine Growers' Association.

George W. Pfarr, president of the California Cooperative Canneries, favored the modification of the decree in order to remove the prohibition relative to the handling and distribution of food products such as the product of his and similar cooperative organizations.

The packers should be controlled by regulation rather than prohibition, Mr. Pfarr said. If regulation is used it should be used on all alike, and not on four or five distributing agencies only. "Regulation should be of abuses, not uses" he said.

Among the producer representatives appearing before the committee in addition to those mentioned in THE NATIONAL PROVISIONER of September 7, were N. C. Warren, director of the Colorado-Nebraska Sheep Raisers Associa-

tion; J. Blaine Schaum, representing the Missouri Livestock Association; Earl H. Hostetler, secretary of the Southern Livestock Association; C. E. Huff, president National Farmers' Union; Robert J. Evans, secretary of the American Duroc Jersey Association; A. B. Sawyer, president of the Kentucky Farm Bureau Federation; H. F. Harris, manager of the Farmers' Union Stockyards of Lexington, Ky.; L. R. Highlen, director of livestock marketing of the Indiana Farm Bureau; W. P. Wing, secretary of the California Wool Growers Association; and F. W. Harding, general executive American Shorthorn Breeders Association.

TRADE GLEANINGS

A cotton oil mill is being built at Hidalgo, Tex., by Marvin and H. A. Evans.

The Phillips Fertilizer Co., Washington, N. C., are building an addition to the plant.

The Barnett Sausage Co., 621 Avenue F South, is a new concern in Birmingham, Ala.

The Camden Cotton Oil Mill, Camden, Ark., will not be operated this season. It may be dismantled.

The Standard Beef Co., New Haven, Conn., recently installed additional refrigerating machinery.

New refrigerating machinery has been installed in the branch house of John Morrell & Co., at Mobile, Ala.

The Eastern Cotton Oil Co., has bought a controlling interest in the Fremont Oil Mill Co., Fremont, N. C.

A permit has been issued to the East Side Packing Co., East St. Louis, Ill., for an addition to its plant, to cost \$40,000.

The First Cooperative Packers, Barrie, Ont., Can., is planning the construction of a meat packing plant to cost \$200,000.

Plans are being made by the Banfield Brothers Packing Co., Tulsa, Okla., to build a three-story addition to cost \$250,000.

The Florence Packing Co., Wilmington, Del., has been incorporated with a capital stock of \$100,000 and 10,000 shares of common stock of no par value.

A 20-ton, vertical, single acting, belt driven, inclosed refrigerating machine has been installed in the plant of the Sinai Kosher Sausage Co., Chicago, Ill.

The plant of the T. L. Lay Packing Co., Knoxville, Tenn., suffered slight damage by fire recently. The loss was principally to merchandise. The fire originated in the smokehouse.

An airport marker in letters 12 ft. high, directing pilots to the city airport, has been painted on the roof of the Armour and Company plant at Division and Dequindre sts., Detroit, Mich.

A copra crushing mill with a daily capacity of 100 tons is being built at Wilmington, Calif., for H. H. Bell and associates. It will be equipped with eight expellers and have storage capacity for 800 tons of copra.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

Problems of Chain Meat Market Management

Policies on Management and Supervision, Methods of Buying, Pricing, Warehousing, and Attitude on Meat Plants Discussed

If there is one lesson more important than another for the retailer who studies chain meat market methods and policies to learn, it is the need for efficient management and merchandising, and the use of up-to-date and approved merchandising methods in the conduct of a business.

A short time ago it was common to attribute the success of the chains to their large size, their ability to buy cheaply and in large quantities and to numerous other factors. It is only now coming to be appreciated that the chain has handicaps that largely offset the advantages and that the real reason for their success is the quality of the management.

More and more the well-managed, well-conducted independent store is coming to learn that there is room for it to serve, regardless of the competition of the chains—that there is, and probably always will be, a place for it that no other type of store can usurp.

In the following article E. L. Rhoades continues his discussion of "The Management of Chain Meat Markets," the first part of which appeared in the September 7, 1929, issue of *The National Provisioner*.

It is the final installment of a report of a study of the meat chain store, conducted under the direction of the Bureau of Business and Economic Research, University of Chicago, and financed by the university and the Institute of American Meat Packers.

The first in this series of studies, entitled "The Chain Store and the Packing Industry," appeared in *THE NATIONAL PROVISIONER* of August 24 and August 31, 1929.

The third in the series, entitled "Chain Stores and the Independent Meat Retailer," appeared in *THE NATIONAL PROVISIONER* of August 10, as an address delivered by Mr. Rhoades before the annual convention of the National Association of Retail Meat Dealers.

Management of Chain Meat Markets

By E. L. Rhoades.*

The profitable management of a meat department is much more difficult than the handling of a grocery unit, for the grocery department supplies may be centrally purchased in large quantities and delivered to the

stores with reasonable regularity.

This is not to underestimate the problem of supervision of grocery units, but to contrast it with the meat business which must have a variety of perishable products delivered frequently. And these perishable products must be purchased on a market where the prices vary from day to day and from company to company.

A certain amount of shopping-about is necessary in order to establish the price in such a market, where daily fluctuations in supplies radically affect the prices. The rapid consolidation of orders for many meat markets, the purchase of these materials at the best prices and the rapid distribution to the retail shops call for speed and the exercise of quick judgment.

Personal Supervision Essential.

The management of such a system of meat markets can not then be primarily based upon a formal or scheduled routine of operation, but must depend more upon the judgment and attention of each man along the line. It therefore requires a greater degree of personal supervision than does the dry-grocery trade.

The market manager commonly is directly and solely answerable to a meat supervisor. Such a man may supervise from ten to twenty-five markets, depending upon the type of

stores, distribution of the stores, practicable routes between stores, and the amount of work that the supervisor is expected to do about each of the markets.

It is commonly planned for the supervisor to visit each of the markets each day, but he may visit them every other day, particularly if he also serves as a buyer.

The supervisor is commonly an experienced meat man. Some of the supervisors have had long shop experience and others have had much experience with retail stores, as salesmen for packers, or through other commercial contacts. The point of view of the supervisor must be somewhat broader than that of the average retailer.

The chains are now, in increasing numbers, drawing their supervisors from among their best men in the local shops, but many of them are employed, and no doubt will continue to be selected, from other sources.

Importance of Supervision.

The supervisor is perhaps the most important link in the management of the chain and has the most responsibility. The buyers may fail to buy at the lowest prices, but the profit or loss in the shop will probably depend more upon the activity and guidance of the supervisor as to merchandising practices and costs than upon the work of any other one man.

The supervisor with an extensive knowledge of meats, a keen eye and a mind alert to all possible channels of waste and improvements in merchandising can expect to make money for the chain only if he has the whole-hearted co-operation of his men. Thus he must to a very great degree have the ability to inspire his men to do their best, to use their own initiative and yet to receive the suggestions for improvement that he develops.

A very human type is required for the building-up of an effective organization. The ability to gain the goodwill of local managers does not necessarily reside in all supervisors who have been promoted to the position on account of their effectiveness as managers of individual markets.

Ordering of Product.

In practically all chains the local manager makes up a stock order or

Wages in Meat Stores

The wage payment system reported by meat chains in the various sections of the country was as follows:

Eastern district, weekly wages ranged from \$25-\$35 to \$35-\$80 per store.

Southern district, maximum wage in chains reporting, \$50 per week; minimum, \$25.

Western district, from \$25-\$45. One wage payment of \$175-\$190 per month and a bonus of 20 per cent on net profit distributed to all employees.

Eastern district had one wage scale ranging from \$35 to \$40 a week, with an additional 8 per cent on net profit.

In addition to its wage payment one company in the Southern district reported a payment of 12½ per cent on net profit, another 5 per cent weekly and a third 25 per cent each quarter.

In the Western district some chains paid no bonus, while others paid up to 30 per cent on net profit.

*The third of a series of studies of the chain store as a factor in meat distribution, conducted under the direction of the Bureau of Business and Economic Research, University of Chicago, with funds provided by the Local Community Research Committee of the University of Chicago and the Institute of American Meat Packers.

estimate of the various products that he expects to need for the next delivery. These orders or estimates are commonly collected by the supervisor, who checks them over, talks them over with the manager, makes any changes that he finds necessary then or later after talking with the buyers about prospective prices and places combined orders in the hands of the proper buyers.

The supervisor commonly knows of any specials that may be in prospect and discusses with the market manager quantities of product he may be able to use in his shop under the special advertising arrangement that has been planned.

In some cases, product that may be purchased at low prices for special sales may be consigned to the stores without ordering by the local manager, but the policy of most chains is to avoid—wherever possible—exceeding or amplifying the order placed by the manager in consultation with the supervisor. The delivery of perishable product not ordered commonly leaves the local manager in a rather unhappy frame of mind, and frequently meets with an unwillingness to cooperate.

Servicing the Chain Store.

Many chains are quite rigorous with their buying and delivery departments, insisting that they give to the stores the exact service that the stores require. In other words, the chain tends to concentrate as far as possible on the wishes of the market manager and tries to serve him through its buying and delivery departments with the same care and avidity that it would use if it were a jobber attempting to hold the good will of an independent merchant.

The stock order or estimate, properly checked by the supervisor, is passed on by the supervisor to the appropriate buyers.

In a small chain one buyer may handle all of the product—he may also be the supervisor—but in larger chains, where much product is to be bought from many sources, the buying function is usually specialized. There may be a buyer for carcass goods, another for pork and cured products and yet another for produce or other items.

Where the buying function is distributed among a number of buyers, the order blanks or estimates are commonly made on separate sheets for each class or product, so that they may be quickly assembled and handed to the proper buyer without the necessity of recopying in the central office. Recopying is particularly objectionable in the trade in perishable products, where speed is essential.

Buying of Products.

The buyers have the responsibility

Number of Employees

How many men are employed per market in the meat departments of chain food stores?

Out of a total of 898 markets practically half, or 49.9 per cent, were markets employing only one man.

One man, with a helper for rush hours, was reported by 119 stores, or 13.2 per cent.

Stores employing two men regularly constituted 21.9 per cent of the total.

Fifteen per cent of the total reporting employed more than 2 men.

for covering the orders as turned over to them by the supervisors, and they ordinarily have but a short time in which to buy the product. It takes some time to visit the various packers, observe the quantity and quality of stock on hand, and strike a satisfactory bargain.

Since supplies change rapidly from day to day, and prices therefore tend to be constantly moved up or down, the buyer must be on the alert to detect the real level of prices and distinguish it from the optimistic offering-price of the salesman. The wholesale meat business is to some extent a bargaining market, and the chain-store buyer must of necessity be a good trader.

That statement, however, must be carefully qualified. Among the meat men employed by some of the earlier chains were many buyers who assumed that a rather definite policy of higgling and holding for the lowest possible price on each item was the best buying practice.

Price Beating Loses Good Will.

Such tactics do frequently secure products at slightly lower prices than might be obtained by more liberal methods, but the general executives of chains now realize that such an attitude tends to be very irritating to packers and that much good will may be lost.

It is beginning to be understood in most lines of business, where large purchases are to be made, that good will is almost as essential to the buyer as to the seller.

Certain buyers for chains that have shown a good profit and have been kept in business by grocery sales, regardless of the profit on meats, have taken something of a childish delight in making the packers meet their terms. They have become in a sense *enemies* rather than the *allies* of the packers from whom they buy.

The high-grade chain providing standard high-grade groceries for its customers wishes also to provide a continuous supply of meats of good quality. It is therefore interested in the

maintenance of relationships with the packers that will enable it to use the better brands and secure a considerable amount of packer cooperation in meeting customer requirements.

Packer Appreciates Cooperation.

A reasonably liberal attitude toward the packer has frequently caused him to regard this trade very highly, so he has attempted in every way possible to give the service that the chain requires.

This does not mean that chains find it desirable to pay any price that the packer asks or to pay the full list price asked for small, irregular quantities, when they are purchasing continuously in large quantities.

Frequency and Method of Taking Inventory.

| | How Often Taken | By Whom |
|---------------------|---------------------|----------------------------|
| Eastern district.. | 4 or 5 times a year | Mgr. and stock-taker |
| | 3 weeks | Mgr. |
| | Each week | Mgr. |
| | Monthly | Mgr. |
| | Each week | Road asst. |
| | Every 6 wks. | Supt. |
| | Two weeks | Mgr. checked by supt. |
| Southern district.. | Monthly | Mgr. |
| | Monthly | Mgr. |
| | Each week | Mgr., supervisor checks |
| | Each week | Mgr. |
| | Each week | Mgr. |
| | Each week | Mgr., supervisor checks |
| Western district.. | 2 weeks | Mgr. |
| | Monthly and special | Mgr., sometimes supervisor |
| | Twice a month | Mgr. |
| | Each wk., Mon. | Mgr. |
| | Each week | Mgr., supervisor checks |
| | Each week | Mgr. |
| | Weekly | Mgr. and supervisor |

Most chain buyers keep themselves well posted as to wholesale prices of meats, not only in their own cities but in competitive territory, and are in a position to deal with a packer on an intelligent basis, leaving the packer enough margin above minimum necessary costs to make him take some interest in the chain trade.

The author has been given much confidential information both by packers and by chains on the pricing of packing-house products to chains. The exact figures must be withheld, in the first place, because they were confidentially given, and, in the second place, because they can be easily misunderstood. The statements as here given have, however, been rather carefully worked out from such confidential information.

In any discussion of prices the question of service naturally arises. If the chain maintains its own warehouse and receives product in carload quantities, it commonly buys on the basis of the carload wholesale quotation.

The Small Delivery Problem.

On the other hand, if it is receiving small quantities of product from local packers or branch houses, to be delivered in small quantities to each of its store doors, it frequently is not giving the packer a very desirable business even if the total quantity purchased is large. Therefore it can not expect much lower prices than are paid by independent merchants who get the same service.

(Continued on page 49.)

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Food Store of the Future

The food store of the future has been
visioned by a writer in a popular
monthly magazine for women as a sani-
tary—almost sterile—establishment
having rows and rows of canned goods
on one side, and on the other a great
refrigerated show case containing all
sorts of packaged foods held in their
natural state by congealing at low tem-
peratures.

Included among these fresh, hard-
chilled foods are all kinds of steaks and
chops, roasts and boiling pieces, sweet-
breads, kidneys, liver and all other
fresh meats, either wrapped in some
form of transparent cellulose or parch-
ment, or in package.

Along with the meats in the refrig-

erated case will be found neat sanitary
cartons containing the delicacies fur-
nished by the market gardener, such as
green peas, string beans, asparagus,
corn on the cob, tomatoes, cauliflower
and all other highly perishable vege-
tables.

Then there will be the seasonal
fruits, such as strawberries, rasp-
berries, peaches, etc. They will be in
perfect form, as the quick chilling will
not break down the cell walls and make
them watery. They will reach the con-
sumer just as they come from the bush
or tree.

This writer is of the firm belief that
"meats are going to be handled in con-
sumer packages, ready for cooking."

The wide-awake retailer will be ready
for this if it comes, he says. Meats
packaged ready for sale will cut out
unprofitable work in the retail store
and enable the retailer to devote more
time to real selling.

More people will use meat packaged
in the new way, and the retailer's
business will be increased rather than
lessened.

Because of three major economies to
be effected through this method of
handling perishable foods the author is
convinced of its rapidly growing popu-
larity. These are:

1. Vegetables, fruits and meats can
be caught in the prime of life and
held there beyond doubt until someone
eats them.
2. All of these products can be
shipped without waste. In the case of
meat, the trimmings are accumulated
in large quantities and in strictly fresh
condition and can be utilized in the
preparation of certain food products
or in the manufacture of by-products.
The same is true of vegetables.
3. In seasons of glut, congealing at
low temperatures enables the preserva-
tion of the product and its movement
into consumption when it is needed,
thus insuring a better price to the pro-
ducer and a lower cost to the consum-
er.

In the past there has been a recog-
nized objection on the part of the pub-
lic to frozen foods. This had some
foundation, as too many foods were
frozen only when they would keep no
longer in their natural state.

The new method of freezing foods is
different. The meat or fruit or vege-
table is taken in its strictly fresh
state, quickly congealed, and delivered
to the consumer in its original fresh
state without any deterioration.

The housewives of the nation should
be taught the superiority of foods so
handled. This contemplates a wide-
spread educational campaign.

Corn and Meat Prospects

Hot dry weather and poor corn crop
prospects in some sections are reflected
in the market receipts of large numbers
of light and unfinished hogs.

The government crop report on Sep-
tember 10 indicates a decline of
380,000,000 bushels in the estimated
corn crop as of September 1 compared
with that of a year ago, and 291,000,000
bushels below the five-year average on
September 1. All Corn Belt states have
a lower indicated yield. Missouri is the
only near Corn Belt state indicating a
yield well above that of last year.

Kansas appears to be the state show-
ing the greatest decline in prospective
yield, with Michigan, Indiana, Illinois,
Iowa and Ohio showing declines in esti-
mated corn production of from 20 to 9
per cent. The crop in Nebraska is indi-
cated as about the same as a year ago.

In many Western and Southern states
corn crop prospects are considerably
better than those of a year ago on
September 1.

Not only is the adverse situation in
corn being reflected in the hog supplies
but in cattle as well. Feeders have
been slow to fill their feed lots before
there was a pretty fair idea what the
corn crop would be. The high cost of
cattle for further feed and the memory
of the unfortunate situation existing a
year ago also have had considerable
influence on feeder buying and have
sent many cattle to slaughter that could
well have been given further feed.

The situation in corn production in
the various states indicates that hog
production may be larger outside the
Corn Belt states during the coming
year and somewhat more restricted in
the areas ordinarily furnishing the bulk
of the hog crop. At the same time it
should be borne in mind that a season
such as the one just ending produces a
great deal of corn that is fit only for
feed and that a decline of 380,000,000
bushels may be confined more to the
crop that comes to market in the form
of corn than that which comes as beef,
pork, lamb and mutton.

Practical Points for the Trade

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Hides and Calfskins

A Southern packer asks for information on the handling of hides and calfskins. He says:

Editor The National Provisioner:

Can you give us information as to the proper take-off and curing of hides and skins?

Cattle should be skinned uniformly, and each packer should use a standard packer hide pattern as a guide, to eliminate all misunderstanding between buyer and seller at the time sales are made.

Certain lines must be followed by floorsmen on the killing floor, as this work is extremely important and very similar to work performed by skilled labor in various other departments where a slip of the knife is costly.

When a hide is scored it represents a loss to the packer, and the scoring of the fell also should be avoided. The aggressive packer works along educational lines with the floorsmen, backers, rumpers and droppers, in order to obtain the best possible results.

When the hide is removed or dropped from the carcass, it is bad practice to drag it over a wet floor, which increases the moisture and makes it difficult to arrive at the proper allowance for the accumulation of moisture when figuring the weight of the put-down.

Hide Weighing and Grading.

Hides should be spread out on the floor, flesh side up, and inspected for cuts and scores and the pattern.

This inspection should be conducted by competent men, including the killing foreman, as soon as possible after the hide is dropped, so that any faulty workmanship may be brought to the

attention of the skilled workmen and remedied as soon as possible.

After inspection each hide is weighed separately and graded. Tests should be made frequently to determine the moisture content, and this weight—also the estimated weight of any manure or mud—must be deducted from the gross weight of the hide. Accurate records of cuts, scores, manures and grub should be kept.

When hides are sold graded for weights, that is heavy, light, or extreme lights, record of these weights must be kept in order to give proper allowance in the test costs.

New Hide Trim.

On July 1, 1928, a new type of hide trim went into effect. This new trim is practiced almost exclusively by packers having a large hide production. Where the kill is not sufficient to follow this new trim to advantage, the old method of take-off is continued.

This new trim takes out the ears close to the butts and snouts and lower lips are trimmed off (across the corners of the mouth).

A large number of experiments conducted by the Hide Committee of the Institute of American Meat Packers showed that a green trim of ears, snouts and lower lips averaged 2.76 lbs. per hide, or the equivalent of about 4 per cent of the weight of untrimmed green hides.

The trimmings are the property of the packer and are sold for glue stock. For hides so trimmed 4 per cent is added to the net cured invoice weight by packers in the sale of these hides. This was agreed to between the Institute of American Meat Packers and the Tanners' Council of America.

This new trim necessitates a change in the standard weight selections as follows:

Heavy steer hides, 58 lbs. and over instead of 60 lbs. and over; light steer hides, 48 lbs. to 58 lbs. instead of 50 lbs. to 60 lbs.; extreme light steer hides under 48 lbs., instead of under 50 lbs.; native cow hides—heavies, 53 lbs. and over instead of 55 lbs. and over; native cow hides, light, under 53 lbs. instead of under 55 lbs.; branded cows and bulls, all weights as heretofore; calfskins, kipskins, and overweight kipskins are untrimmed as heretofore.

Grading Hides.

The following grades and weights apply to hides that have not been trimmed according to the new method, but have the ears, snouts and lips on.

Native steers.—Native steers, or free-of-brand steers, are sold on a basis of

heavies, and when lights are included they are always sold at a discount of 1c per pound. The heavies are 60 lbs. and up, lights 50 to 60 lbs. The extremes are under 50 lbs. and are generally sold separate, and as a rule will command a better price than light cows.

The grubbing period on native hides is from January 1 to May 31.

Spread native steers.—Spread native steers are graded for No. 1's only and are 6 ft. 6 in. and over across the brisket, and kosher hides are sometimes sold 6 ft. 8 in. and over. No. 2 spread are included in regular natives.

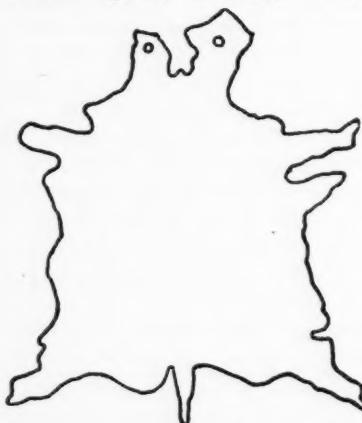
Spread hides are very desirable for furniture and automobile leather, and command a premium over natives.

Butt branded steers.—Butt brands are on the native order, with a small brand on the butt. They are sold on a basis of heavies and lights, the lights at 1c per pound discount.

These hides usually run about 10 per cent or more lights, according to the season, and for this reason the average weight is heavier than natives.

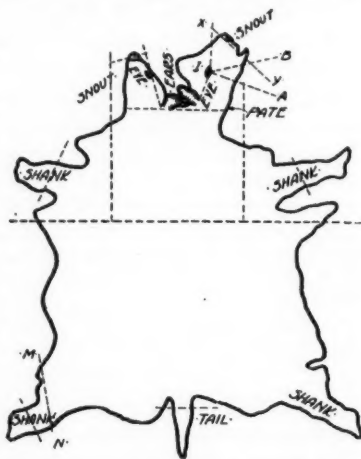
Colorado steers.—Colorados or side brand steers are on the Texas order, but are too large and spread a hide to go into a Texas selection. These are always sold on a heavy basis, discounting the lights. The percentage of lights will run about the same as butt brands. Grubbing on these hides begins December 1 and closes May 31.

Texas steers.—Texas are sold on three weights—Extreme light, lights and heavy. The heavies are a small pattern, very plump, and are most desirable for sole leather purposes. The



NEW METHOD OF HIDE TAKE-OFF.

Hide pattern showing new trim, by which ears and snouts are removed. Hides so trimmed command a differential of 4 per cent of the weight over hides from which the ears and snouts have not been cut.



OLD METHOD OF HIDE TAKE-OFF.

Hide pattern showing the old trim still followed by many smaller producers.

grubbing period runs from November 1 to May 31.

Heavy native cows.—These hides are free of brand, running about 55 lbs. and up, and will contain a small percentage of spreads, which are seldom sorted out. The grubbing season is from January 1 to May 31.

Light native cows.—Light native cows are also free of brand, running from 55 lbs. down to about 30 lbs., sometimes as low as 25 lbs. These are generally sold 55 lbs. and down, but there are times when selections are made of 45 and down, also 45's to 55's.

It is considered more desirable to make the two selections during the summer months, especially when the hides are free of grubs, as the under 45's are desirable for upper leather tanners. Grubbing on this class of hides is the same as on heavy cows.

Branded cows.—No selection is made on these for weights, and any cow that is over 25 lbs. is included as a rule. Grubbing season from November 1 to May 31.

Bulls.—There are two selections of these hides—native and branded, and there is a price differential between the two. No selection is made for weights, grubs or cuts. Branded bulls produced by big packers are split as between northerns and southern, with the latter commanding a slightly better price.

Grades of calfskins, hide selection, hide curing, handling, selling and other points on both hides and skins will appear in later issues of THE NATIONAL PROVISIONER on these pages.

Good Color in Hamburger

A sausage manufacturer who packs ground beef for the local trade is having trouble keeping a good color in the beef. He says:

Editor The National Provisioner:

We pack hamburger in 5 and 10 lb. buckets, which is sold to the grocers and restaurants. We are having a lot of trouble trying to keep it a good red color.

Please advise if cured beef trimmings would be better than fresh beef. I am afraid the cured beef would make the product sticky.

Will suet mixed with the beef cause the product to discolor?

Will water cause fresh beef to discolor?

Is there a difference in beef? Sometimes the color holds perfectly good and again it is wrong for days in succession. Our beef is strictly fresh. Even if the edges are bad we trim that off.

It is always rather difficult to have ground beef hold its color for any length of time, especially if it is exposed to the air. In order to build up a trade on this product strictly fresh beef should be used. It should not be over one day old, or two at the most.

Cured beef should not be used for this purpose. One pound of good dry salt to 100 lbs. of meat might be used, which would aid the color and would not make the product particularly salty. As much as 2 lbs. could be used, provided no salt is added by the consumer.

Salt is the only thing that should be used—no water and no flour. It should be mixed with the trimmings before they are run through the 7/64 in. plate.

Be sure the knives and plate are sharp and that the meat is cold when it is ground. Then pack right from the machine into the buckets, seal and put in low temperatures.

About 10 per cent of beef fat should be mixed with the meat. It need not necessarily be suet.

Water has a tendency to cause beef to turn dark and should not be used in the product.

The inquirer asks if there is a difference in beef. There is a marked difference, not only in color but in consistency. This difference is especially evident in the summer season, when so many cattle are being marketed off of grass.

The beef of grass cattle is somewhat more watery than that from cattle fed in the dry lot. It is possible this inquirer is getting a good deal of grass beef.

The beef used for ground meat should be strictly fresh. When beef gets to the point that the edges must be trimmed, it should not be used for ground meat if a good color is desired.

Processing Sheep Casings

Does the processing required by the government for certain imported sheep and goat casings affect the casings? A Western importer writes regarding this as follows:

Editor The National Provisioner:

We would appreciate it if you could give us any information on the effect the present processing of sheep and goat casings has.

Our experience has been with imported sheep casings that the casings get very dry after processing and by the time the sausage makers get them they can not get the proper stuffing capacity from the casings.

It is our opinion that the processing has a tendency to shrink the casing and it is then hard to bring it back to its original size.

This matter was taken up with the U. S. Bureau of Animal Industry for an opinion as to the alleged injurious effects produced on casings by the disinfecting solution approved by the bureau.

The bureau had received similar complaints. A test was conducted in a sausage establishment to compare the stuffing qualities of casings which had been disinfected and those which had not been disinfected. Several casings importers were present. It was unknown to them which of the casings had been disinfected and they were unable to identify the disinfected casings or discover any defects which injured their stuffing qualities.

It would seem, therefore, that the disinfecting solution has no effect on the stuffing capacity of the casings.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARKS GRANTED.

Valley Poultry Co., San Leandro, Calif. For canned chicken. Trade mark: BARRED ROCK. Claims use since Apr. 20, 1928. Registry serial No. 260,386.

BARRED ROCK

Swift & Company, Chicago, Ill. For glue. Trade mark: STA-FLAT. Claims use since June 6, 1928. Application Registry No. 260,419.

STA-FLAT

TRADE MARK APPLICATIONS.

Evansville Packing Co., Evansville, Ind. For bacon. Trade mark: HOOSIER. Claims use since April, 1927. Application serial No. 285,416.

James H. Greenleaf, Berkeley, Calif. For brick chili. Trade mark: GREEN-LEAF CHILI BRICK. Claims use since Dec. 1, 1928. Application serial No. 280,907.

Albert J. Meaker, Seattle, Wash. For English pork sausage. Trade mark: STERLING BRAND. Claims use since Oct. 24, 1927. Application serial No. 257,885.

Celap Sweets Company, Miami, Fla. For solidified congealed fruits, marketed in individual cups and in cartons. Trade mark: FRIGID FRUITS. Claims use since Feb. 10, 1928. Registry No. 260,415.

FRIGID FRUIT

Henry Poff, Oklahoma City, Okla. For chili, chili mixture, chili con carne. Trade mark: BAXTER'S CHILI. Claims use since January, 1907. Application serial No. 259,870.

Kienzler Co., Inc., New York, N. Y. For salad oil. Trade mark: X-L-O. Claims use since 1917. Application serial No. 285,460.

The Cudahy Packing Co., Chicago, Ill. For lard. Trade mark: CLIX. Claims use since Apr. 30, 1929. Application serial No. 286,979.

LABELS.

The Menasha Products Co., Chicago, Ill. For oleomargarine. Label: GOLD-EN SPREDIT. Published June 1, 1929. Registry No. 36,202.

Jacob E. Decker & Sons, Mason City, Ia. For canned ham. Label: DECKER'S SUGAR CURED GENUINE HICKORY SMOKED HAM. Published May 20, 1929. Registry No. 36,161.

Plans Made for Stabilizing Hog Production and Prices

A program for the stabilization of hog production and prices was presented by the National Board of Swine Production Policy at a meeting held at Indianapolis during the National Swine Show. This program was worked out by representatives of the packers, hog raisers, agricultural colleges and the U. S. Department of Agriculture, and covers production, supplies and marketing.

For the hog year 1929-1930 it is expected that about 5 per cent fewer hogs will come to market than in the current year, although marketings for the hog years 1928-1929, 1929-1930 and 1930-1931 are believed to be fairly well stabilized on a level resulting in an inspected slaughter each year of from 45,000,000 to 47,000,000 head.

The recommendations for present and future stabilization as presented by the board, are as follows:

Production Policy.

1. The consensus of opinion of the advisory committee is that the elimination of the wide fluctuations in hog prices and in the total return to hog producers from year to year should be the chief aim of the National Board of Swine Production Policy. Since these wide fluctuations in prices and returns are due primarily to fluctuations in hog production, practical means for reducing these fluctuations in hog supplies should be sought.

It is recognized that unavoidable fluctuations in corn production are largely responsible for changes in hog production, but a modification in the present method of adjusting hog production to corn production seems possible.

This modification in adjustment methods might well include organized effort, first, for the elimination of excessive changes in the number of breeding sows kept; second, for changes in average weights to which hogs are fed, to offset in part changes in the number of hogs raised; and, third, to bring about a better equalization of corn supplies from year to year by carrying over larger amounts of corn in years of larger production.

These adjustments can best be brought about by making available to hog producers, periodically, the outlook for hog production, market supplies and prices, so that they will be able to formulate their production and marketing plans with adequate information as to present and future prospects.

Two Year Hog Supply.

2. After consideration of available evidence as to hog supplies and trends

of production, the committee concludes that the number of hogs for slaughter for the marketing year, November, 1929, to October, 1930, coming from the spring and fall pig crops of 1929, will be about five per cent smaller than the slaughter during the crop year 1928-29, and that the average weight of hogs slaughtered will be somewhat lighter.

Present indications as to breeding for the spring crop of 1930 point to little change in the number of sows to be bred this fall and winter, from the number bred a year earlier. The small change in the corn-hog ratio during the past year, from that of the previous year, and the prospective short corn crop and high prices for corn during the next year, are expected to result in holding within moderate bounds or to eliminate increased breeding that might be expected from the present position of the hog cycle.

With only a moderate decrease in hog supplies in 1929-30, and not much change in production in 1930 in evidence, hog supplies seem to be fairly stabilized for the three marketing years, 1928-29 to 1930-31, on a level resulting in an inspected slaughter of from 45,000,000 to 47,000,000 head.

Seasonal Distribution.

In view of the fairly favorable hog outlook, farmers in sections where corn supplies this year will be extremely short, should be encouraged to maintain at least a part of their breeding stock, even if it should be necessary to purchase high-priced feeds.

From the information now available, it appears that the normal distribution of seasonal marketings for the past eight years represents a fair economic adjustment of marketings to supplies and production, and marketing plans should tend to conform to this normal distribution. A study of the distribution of marketing of individual years shows wide variations from this normal. Undoubtedly, some of these deviations have resulted disadvantageously for producers. Therefore, careful consideration should be given to the circumstances which causes these deviations, so that producers may be furnished with such information as will assist them in distributing their supplies to greatest advantage.

Since distribution of hog marketings within the season affects considerably total returns for seasonal supplies, it is recommended that careful study be made to determine the most advantageous distribution in individual states and for the entire corn belt.

The packing industry was represented at the meeting by W. W. Woods, president of the Institute of American Meat Packers; S. J. Russell and R. W. Longstreet of Swift & Company and G. A. Noble of Armour and Company.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Sept. 11, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on Sept. 4, or nearest previous date, were as follows:

| | Sales. | High. | Low. | —Close— |
|-----------------------|-----------|-----------|-----------|----------|
| | Wk. ended | Sept. 11. | Sept. 11. | Sept. 4. |
| Allied Pack. | 400 | 6 | 6 | 6 |
| Amal. Leath. | 100 | 45 | 45 | 45 |
| Do Pfd. | 500 | 8 1/2 | 8 1/2 | 8 1/2 |
| Amer. H. & L. | 600 | 44 1/2 | 44 1/2 | 50 |
| Do Pfd. | 2,700 | 68 1/2 | 67 | 68 1/2 |
| Amer. Stra. | 15,200 | 12 1/2 | 12 | 12 1/2 |
| Armour A. | 20,500 | 6 1/2 | 6 1/2 | 6 1/2 |
| Do B. | 1,100 | 74 1/2 | 74 1/2 | 78 1/2 |
| Do Pfd. | 1,800 | 88 1/2 | 88 1/2 | 90 1/2 |
| Do Del. Pfd. | 100 | 8 | 8 | 8 |
| Barnett Leath. | 2,800 | 84 1/2 | 84 1/2 | 84 1/2 |
| Do Pfd. | 200 | 80 | 80 | 80 |
| Bohach, H. C. | 900 | 36 3/4 | 36 3/4 | 36 3/4 |
| Chick. C. Oil. | 5,200 | 70 | 69 | 70 |
| Childs Co. | 2,500 | 51 1/2 | 51 | 51 1/2 |
| Cudahy Pack. | 18,100 | 80 1/2 | 80 1/2 | 81 1/2 |
| Firat Nat. Stra. | 36,000 | 71 1/2 | 71 1/2 | 71 1/2 |
| General Foods. | 13,800 | 31 1/2 | 31 1/2 | 32 1/2 |
| Gobel Co. | 170 | 115 1/2 | 115 1/2 | 115 1/2 |
| Gt. A. & P.Pfd. | 3,050 | 58 | 56 1/2 | 57 1/2 |
| Hormel, Geo. A. | 6,200 | 31 | 30 1/2 | 31 |
| Hygrade Food. | 4,450 | 91 1/2 | 90 | 90 1/2 |
| Kroger G. & B. | 124,750 | 21 1/2 | 21 | 21 1/2 |
| Libby McNeill. | 1,900 | 40 1/2 | 40 | 40 1/2 |
| MacMarr Stra. | 500 | 14 | 12 | 12 |
| Mayer, Oscar. | 100 | 106 | 106 | 106 |
| Do 1st Pfd. | 100 | 106 | 106 | 106 |
| Do 2nd Pfd. | 100 | 72 | 72 | 72 1/2 |
| Morrell, John. | 100 | 9 | 9 | 9 |
| Nat. Pfd. Pr. B. | 2,400 | 3 1/2 | 3 1/2 | 3 1/2 |
| Nat. Leather. | 5,900 | 65 1/2 | 64 | 65 1/2 |
| Nat. Tea. | 96,300 | 92 1/2 | 88 1/2 | 90 |
| Proc. & Gam. | 7,700 | 35 1/2 | 35 1/2 | 34 1/2 |
| Rath Pack. | 35,000 | 18 1/2 | 17 1/2 | 18 1/2 |
| Safeway Stra. | 70 | 96 | 96 | 96 |
| Do 6% Pfd. | 90 | 103 | 103 | 103 1/2 |
| Do 7% Pfd. | 100 | 38 1/2 | 38 1/2 | 38 1/2 |
| Stahl-Meyer | 1,300 | 27 1/2 | 24 1/2 | 20 |
| Strauss-Roth | 3,650 | 140 | 139 | 140 |
| Swift & Co. | 3,100 | 34 1/2 | 34 1/2 | 34 1/2 |
| Do Int. | 5,300 | 22 | 22 | 22 1/2 |
| Trunz Pork. | 1,500 | 34 1/2 | 33 1/2 | 38 |
| U. S. Leath. | 1,000 | 33 1/2 | 33 1/2 | 34 1/2 |
| Do Pr. Pfd. | 1,300 | 59 1/2 | 59 1/2 | 59 1/2 |
| Wilson Oil. | 1,200 | 7 | 7 | 7 1/2 |
| Wilson & Co. | 2,800 | 16 1/2 | 16 1/2 | 17 |
| Do A. | 1,100 | 59 1/2 | 59 1/2 | 63 |

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Sept. 7, 1929, according to the U. S. Bureau of Agricultural Economics:

| Point of origin. | Commodity. | Amount. |
|------------------------------|-------------|---------|
| Argentina—Canned meats. | 86,000 lbs. | |
| Brazil—Canned corned beef. | 4,950 lbs. | |
| Canada—Lamb. | 150 | |
| Canada—Hams. | 2,367 lbs. | |
| Canada—Calf livers. | 198 lbs. | |
| Canada—Pork cuts. | 19,555 lbs. | |
| Canada—Beef cuts. | 67,230 lbs. | |
| Canada—Vealers. | 724 | |
| Germany—Bacon. | 253 lbs. | |
| Germany—Ham. | 7,172 lbs. | |
| Hungary—Sausage. | 10,096 lbs. | |
| Hungary—Sausage. | 750 lbs. | |
| Italy—Salami. | 184 lbs. | |
| Paraguay—Canned corned beef. | 5,220 lbs. | |
| Sweden—Sausage. | 200 lbs. | |

MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Inspection granted—
Campbell Soup Co., Thirty-fifth and Rockwell sts., Chicago, Ill.

Inspection withdrawn—
Morris & Co., Bradford, Pa.; Newberry Kosher Sausage Manufacturing Co., Chicago, Ill.; United Kosher Sausage Co., Chicago, Ill.

Change of address—
Liberty Provision Co., Inc., 642 Washington st., Trenton, N. J., instead of 631 Franklin st.

A Page for the Packer Salesman

Better Man for Your Firm Changing Conditions Point Way For the Packer Salesman

It is not unusual today to hear a packer salesman complain of the difficulties of his work, and the effort that must be put forth to make a satisfactory showing.

It is true conditions have changed, but it is not true that it is more difficult for a meat salesman to sell.

Inquiry generally shows the complaining salesman is not keeping step with the procession. He is making no effort to meet changed conditions. He is trying to sell product by the same methods he used five or ten years ago.

The packer salesman should realize that meat merchandising methods have changed, learn how they have changed, and what factors are responsible.

With this information he can analyze his individual problems. And if he has any initiative, methods of solving them will suggest themselves.

All of which means he must do more head work.

In the following letter a packer salesman points out that the present situation in meat selling is not one to worry about. Instead of viewing it as a calamity, he suggests the salesman look at it as an opportunity to serve better.

Trade Habits Are Changing.

Editor THE NATIONAL PROVISIONER:

They tell us meat merchandising methods and retailers' buying habits are changing.

No one knows this better than the meat salesman. At least he should know it if he is interested enough to analyze the increasing resistance he is meeting in his work.

Small orders, the price situation, keener retail competition, the tendency of the retailer to split his orders among a number of packers, and the competition of other foods are but some of the things he is up against.

How is he going to solve his problems? How is he going to continue to be profitable to his firm? Are changes in methods necessary to meet changing conditions?

These are some of the thoughts running through his mind.

Must Be a Better Salesman.

In general he must be a better salesman. He must analyze his problems more closely. He must give more thought and study to meet the prob-

lems? How is he going to function?

He must know more about his products—how they are prepared and processed, and how they compare in food value with other foods.

He must learn how the most successful meat merchants conduct their business, and he must put himself in a position to be of greater value to those to whom he sells.

He must put his job of selling on a scientific basis.

Do You Know Your Stuff?

This is a pretty large order, but the successful meat salesman of the future will be the one who has mastered these things. Selling meat, it seems to me, is rapidly getting in the specialty selling class. The meat industry must learn how to do better merchandising, and it is going to do it. The salesman who can not keep step with these advancing methods will be out of luck.



ALWAYS BE ON TIME.

By T. E. Bradley.

I once asked an "old-timer" just what advice he could give a young packer salesman that would be of most help to him. He replied that the most important consideration in any salesman's work was that of a definite schedule.

"Have a schedule and follow it," he said.

"I always make it a point to call on my customers at the same hour of the same day on every trip. They look for me at that time. They have made room for me in their busy schedule and are expecting me; therefore, I find them in a receptive mood. If unavoidable circumstances cause me to be late, I always phone them and they will save me their order.

"I have become a necessary factor in their business program, because they know they can depend on me. 'Regular as a clock' they often tell me, and I consider that a great compliment."

And we know that this "old-timer" is right. Repetition forms habit. Get your customers in the habit of buying from you, by calling on them regularly at a specified time on each trip.

This is one of a series of "One Minute Sales Talks" which will appear regularly on this page.

And, after all, the problem simmers down to knowing our "stuff," knowing how to tell it and putting in our time conscientiously.

The meat salesman's game has been largely one of order taking, but he must now learn how to sell!

This is no time to worry about the future, but rather to prepare for it. The right attitude of mind and a little determination to "get on top of the job" will get one further than bemoaning hard luck. The meat salesman can keep pace with changing conditions if he tries hard enough.

Yours truly,

PACKER SALESMAN.

HELPING RETAILERS.

Recognition of the fact that the tonnage he can sell is directly dependent on the prosperity of his customers has enabled one Chicago meat salesman to make more than an average success.

At this time, he believes, the meat salesman can be of particular value to the retailers on whom he calls. Retail merchandising methods are changing rapidly. Quite often the smaller retailer has not the time or the sources of information to keep in touch with retail merchandising progress. The meat salesman can build substantial good-will, he says, and increase his volume by helping his customers to keep up-to-date and to meet the keener competition.

Salesmen, he also says, should work to induce each of their customers to feature at least one specialty one day each week. Preferably this should be a processed meat or "ready-to-serve" specialty. A special display of the product should also be made at the time it is featured. In his opinion, a feature occasionally is the best weapon for the independent retailer to use to offset the price advertising of the chain stores.

GETTING MEAT DISPLAYED.

Don't forget that under the new order of merchandising meats will be sold largely on the appeal the package in which they are packed or wrapped makes to the housewife. She will not buy your merchandise if she does not see it.

Packaged goods that are bought and placed in an inconspicuous place in the retail store or out of sight in a cooler will not have much chance. It is to your interest to see that your merchandise gets an even break with those of competitors.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Sept. 7, 1929, are reported as follows:

| HAMS AND SHOULDERS, INCLUDING WILTSHIRES. | | Jan. 1, '29 to Sept. 7. | | Jan. 1, '29 to Sept. 7. | |
|---|-------|-------------------------|----------|-------------------------|----------|
| | | Week ended— | Sept. 7. | Sept. 7. | Sept. 7. |
| | | Sept. 7. | Sept. 7. | Sept. 7. | Sept. 7. |
| | | M lbs. | M lbs. | M lbs. | M lbs. |
| Total | 1,168 | 1,077 | 1,723 | 92,216 | 951 |
| To Belgium | 120 | 1028 | 1029 | 1029 | 1029 |
| United Kingdom | 1,062 | 1,007 | 1,517 | 73,001 | 1,142 |
| Other Europe | 9 | 0 | 0 | 14 | 5,068 |
| Cuba | 0 | 0 | 0 | 107 | 12,114 |
| Other countries | 0 | 0 | 0 | 0 | 0 |

| BACON, INCLUDING CUMBERLANDS. | | Jan. 1, '29 to Sept. 7. | | Jan. 1, '29 to Sept. 7. | |
|-------------------------------|-------|-------------------------|----------|-------------------------|----------|
| | | Week ended— | Sept. 7. | Sept. 7. | Sept. 7. |
| | | Sept. 7. | Sept. 7. | Sept. 7. | Sept. 7. |
| | | M lbs. | M lbs. | M lbs. | M lbs. |
| Total | 2,871 | 1,408 | 2,756 | 102,257 | 1,408 |
| To Germany | 733 | 213 | 431 | 8,409 | 1,411 |
| United Kingdom | 1,123 | 900 | 1,411 | 45,584 | 1,411 |
| Other Europe | 807 | 249 | 810 | 32,721 | 1,411 |
| Cuba | 21 | 14 | 0 | 9,515 | 1,411 |
| Other countries | 97 | 32 | 104 | 6,028 | 1,411 |

| LARD. | | Jan. 1, '29 to Sept. 7. | | Jan. 1, '29 to Sept. 7. | |
|-----------------|--------|-------------------------|----------|-------------------------|----------|
| | | Week ended— | Sept. 7. | Sept. 7. | Sept. 7. |
| | | Sept. 7. | Sept. 7. | Sept. 7. | Sept. 7. |
| | | M lbs. | M lbs. | M lbs. | M lbs. |
| Total | 13,757 | 6,766 | 11,626 | 544,447 | 6,766 |
| To Germany | 7,558 | 2,035 | 4,067 | 139,522 | 2,035 |
| Netherlands | 786 | 244 | 1,132 | 28,328 | 2,035 |
| United Kingdom | 3,512 | 2,071 | 3,325 | 164,254 | 2,035 |
| Other Europe | 573 | 241 | 1,871 | 59,352 | 2,035 |
| Cuba | 965 | 1,397 | 980 | 54,228 | 2,035 |
| Other countries | 462 | 778 | 245 | 98,763 | 2,035 |

PICKLED PORK.

| | | Jan. 1, '29 to Sept. 7. | | Jan. 1, '29 to Sept. 7. | |
|-------------------|-----|-------------------------|----------|-------------------------|----------|
| | | Week ended— | Sept. 7. | Sept. 7. | Sept. 7. |
| | | Sept. 7. | Sept. 7. | Sept. 7. | Sept. 7. |
| | | M lbs. | M lbs. | M lbs. | M lbs. |
| Total | 349 | 475 | 380 | 28,458 | 475 |
| To United Kingdom | 76 | 108 | 15 | 4,944 | 475 |
| Other Europe | 88 | 29 | 0 | 2,611 | 475 |
| Canada | 174 | 333 | 365 | 6,775 | 475 |
| Other countries | 11 | 5 | 0 | 14,128 | 475 |

TOTAL EXPORTS BY PORTS.

| | | Jan. 1, '29 to Sept. 7. | | Jan. 1, '29 to Sept. 7. | |
|--------------|-------|-------------------------|----------|-------------------------|----------|
| | | Week ended— | Sept. 7. | Sept. 7. | Sept. 7. |
| | | Sept. 7. | Sept. 7. | Sept. 7. | Sept. 7. |
| | | M lbs. | M lbs. | M lbs. | M lbs. |
| Total | 1,168 | 2,871 | 13,757 | 349 | 1,168 |
| Boston | 0 | 0 | 0 | 0 | 0 |
| Detroit | 613 | 536 | 1,051 | 157 | 613 |
| Port Huron | 524 | 295 | 1,581 | 110 | 524 |
| Key West | 4 | 1 | 775 | 0 | 4 |
| New Orleans | 27 | 23 | 553 | 11 | 27 |
| New York | 0 | 2,106 | 9,797 | 88 | 0 |
| Philadelphia | 0 | 0 | 0 | 0 | 0 |

DESTINATION OF EXPORTS.

| | | Jan. 1, '29 to Sept. 7. | | Jan. 1, '29 to Sept. 7. | |
|------------------------|-------|-------------------------|----------|-------------------------|----------|
| | | Week ended— | Sept. 7. | Sept. 7. | Sept. 7. |
| | | Sept. 7. | Sept. 7. | Sept. 7. | Sept. 7. |
| | | M lbs. | M lbs. | M lbs. | M lbs. |
| Exported to: | | | | | |
| United Kingdom (Total) | 1,062 | 1,123 | 0 | 0 | 1,062 |
| Liverpool | 387 | 824 | 0 | 0 | 387 |
| London | 206 | 19 | 0 | 0 | 206 |
| Manchester | 42 | 0 | 0 | 0 | 42 |
| Glasgow | 214 | 48 | 0 | 0 | 214 |
| Other United Kingdom | 213 | 232 | 0 | 0 | 213 |
| Exported to: | | | | | |
| Germany (Total) | 7,558 | 7,558 | 0 | 0 | 7,558 |
| Hamburg | 7,539 | 7,539 | 0 | 0 | 7,539 |
| Other Germany | 19 | 19 | 0 | 0 | 19 |

MEAT EXPORTS FROM CANADA.

Exports of meats and lard from Canada in June, 1929, according to the Dominion Bureau of Statistics, with comparisons, were as follows:

| | | June, 1929 — | | June, 1928 — | |
|------------------------------|-----------|--------------|-----------|--------------|--------|
| | | Lbs. | Value. | Lbs. | Value. |
| Beef, fresh | 1,949,500 | \$366,303 | 2,898,200 | \$498,653 | |
| Bacon & hams, shldrs., sides | 2,805,800 | 694,287 | 3,838,000 | 775,096 | |
| Pork, pkd., in bbls. | 280,300 | 27,051 | 52,200 | 6,787 | |
| Pork, fresh | 507,400 | 101,739 | 554,400 | 98,117 | |
| Canned meats | 14,750 | 3,980 | 12,555 | 3,880 | |
| Pork, D. S. | 879,300 | 181,826 | 83,300 | 14,478 | |
| Beef, pkd., in bbls. | 8,300 | 1,340 | 76,800 | 10,103 | |
| Other meats | 373,700 | 58,920 | 657,200 | 89,038 | |
| Lard | 48,300 | 6,924 | 52,800 | 7,665 | |
| Lard com- pounds | 19,700 | 2,549 | 18,800 | 2,613 | |

BRITISH MEAT IMPORTS.

Imports of meats, lard and hogs into Great Britain during July, 1929, are reported to the U. S. Department of Commerce as follows:

| | | Fresh pork. | | Lard, lbs. | |
|------------------|------------|-------------|------|------------|--|
| | | Bacon, lbs. | lbs. | | |
| Sweden | 3,472,000 | | | | |
| Denmark | 46,592,000 | | | | |
| Netherlands | 8,960,000 | | | | |
| U. S. | 6,720,000 | | | | |
| Irish Free State | 4,256,000 | | | | |
| Canada | 2,576,000 | | | | |
| Other countries | 7,840,000 | | | | |

Meat Production and Consumption Statistics

Meat and livestock production and consumption for June, 1929, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

CATTLE, CALVES, BEEF, AND VEAL.

| | | June '29. | | June, 1928. | | Total or average, year to date | |
|---|-------------|-----------------|-------------|---------------|---------------|--------------------------------|-------|
| | | 3-year average. | June, 1929. | June, 1928. | 3-yr. avg. | 1928. | 1929. |
| Inspected slaughter: | | | | | | | |
| Cattle | 785,485 | 705,525 | 636,278 | 4,457,596 | 4,064,026 | 3,911,042 | |
| Calves | 435,960 | 398,119 | 344,366 | 2,565,911 | 2,473,855 | 2,320,257 | |
| Carcasses condemned: | | | | | | | |
| Cattle | 5,599 | 4,700 | 4,440 | 39,315 | 30,537 | 27,662 | |
| Calves | 712 | 563 | 528 | 6,179 | 5,961 | 5,139 | |
| Average live weight: | | | | | | | |
| Cattle | 950.57 | 949.91 | 946.78 | 957.37 | 950.81 | 963.92 | |
| Calves | 171.12 | 172.71 | 175.10 | 162.90 | 161.46 | 162.57 | |
| Average dressed weight: | | | | | | | |
| Cattle | 522.44 | 525.14 | 522.15 | 521.04 | 517.28 | 528.80 | |
| Calves | 98.63 | 96.00 | 100.53 | 95.06 | 91.94 | 94.33 | |
| Total drsd. wt. (not incl. condemned), lbs. | | | | | | | |
| Beef | 407,407,047 | 368,031,240 | 329,900,512 | 2,302,036,152 | 2,101,806,158 | 2,053,472,835 | |
| Veal | 42,963,014 | 38,403,910 | 34,500,002 | 242,988,773 | 225,591,738 | 217,071,769 | |

| | | June '29. | | June, 1928. | | Total or average, year to date | |
|-----------------------------|------------|-----------------|-------------|-------------|------------|--------------------------------|-------|
| | | 3-year average. | June, 1929. | June, 1928. | 3-yr. avg. | 1928. | 1929. |
| Storage: | | | | | | | |
| Beginning of month— | | | | | | | |
| Fresh beef | 25,341,000 | 20,654,000 | 39,878,000 | 45,867,000 | 39,365,000 | 61,440,000 | |
| Cured beef | 21,394,000 | 16,558,000 | 17,437,000 | 23,812,000 | 19,470,000 | 20,445,000 | |
| End of month— | | | | | | | |
| Fresh beef | 21,505,000 | 17,250,000 | 35,759,000 | 39,053,000 | 33,080,000 | 54,558,000 | |
| Cured beef | 20,056,000 | 14,982,000 | 16,290,000 | 22,052,000 | 18,304,000 | 10,518,000 | |
| Exports: | | | | | | | |
| Fresh beef and veal | 136,028 | 178,191 | 237,962 | 1,141,616 | 1,137,729 | 1,681,461 | |
| Cured beef | 1,267,735 | 1,076,261 | 998,847 | 7,048,074 | 4,474,281 | 5,044,936 | |
| Canned beef | 206,942 | 177,055 | 204,143 | 1,429,913 | 1,189,137 | 1,313,858 | |
| Oil and stearine | 7,972,800 | 5,069,971 | 4,098,617 | 46,967,917 | 34,524,154 | 35,306,388 | |
| Tallow | 756,440 | 382,964 | 222,815 | 3,150,300 | 1,468,028 | 1,069,139 | |
| Imports: | | | | | | | |
| Fresh beef and veal | 1,820,696 | 2,280,063 | 6,706,414 | 11,844,909 | 15,893,204 | 20,053,691 | |
| Beef, veal—pkd., cured | (2) | 691,894 | 1,440,260 | 3,036,033 | 2,698,475 | | |
| Beef, canned | 4,465,202 | 5,924,598 | 11,906,405 | 19,401,573 | 26,102,960 | 48,730,393 | |
| Receipts, cattle and calves | 1,720,498 | 1,558,158 | 1,443,542 | 10,320,709 | 9,793,255 | 9,115,202 | |
| Cattle on farms Jan. 1. | | | | | | | |
| Price per 100 lbs. | | | | | | | |
| Cattle, av. cost for sltr. | 9.41 | 11.41 | 11.78 | 8.89 | 10.69 | 10.03 | |
| Calves, av. cost for sltr. | 10.89 | 12.22 | 12.84 | 10.87 | 12.08 | 13.17 | |
| At Chicago— | | | | | | | |
| Cattle, good steers | 11.75 | 13.93 | 14.39 | 11.83 | 14.19 | 13.80 | |
| Veal calves | 11.67 | 12.25 | 12.92 | 11.95 | 12.78 | 13.48 | |
| At eastern markets— | | | | | | | |
| Beef carcasses, good | 18.42 | 21.45 | 22.70 | 17.77 | 20.57 | 20.84 | |
| Veal carcasses, good | 19.68 | 21.69 | 23.74 | 20.37 | 21.08 | 23.25 | |

| | | | | | | | |
|----------------------------|-------|-------|-------|-------|-------|-------|--|
| Price per 100 lbs.: | | | | | | | |
| Cattle, av. cost for sltr. | 9.41 | 11.41 | 11.78 | 8.89 | 10.69 | 10.03 | |
| Calves, av. cost for sltr. | 10.89 | 12.22 | 12.84 | 10.87 | 12.08 | 13.17 | |
| At Chicago— | | | | | | | |
| Cattle, good steers.... | 11.75 | 13.93 | 14.39 | 11.83 | 14.19 | 13.80 | |
| Veal calves | 11.67 | 12.25 | 12.92 | 11.95 | 12.78 | 13.48 | |
| At eastern markets | | | | | | | |
| Beef carcasses, good.. | 18.42 | 21.45 | 22.70 | 17.77 | 20.57 | 20.84 | |
| Veal carcasses, good.. | 18.08 | 21.09 | 23.74 | 20.37 | 21.68 | 23.25 | |

tics
compiled

o date

1929.

3,911,042

2,320,257

27,602

5,139

963.92

162.57

528.89

94.33

53,472,835

17,071,769

61,440,000

20,445,000

54,558,000

10,518,000

1,081,461

5,044,936

1,313,858

53,306,388

9,115,262

1,069,159

20,053,691

2,698,475

48,730,303

9,115,262

10.03

13.17

13.80

13.48

20.84

23.25

25,175,439

71,035

230.75

174.66

4,296,773

16.18

3,302,000

5,258,000

7,570,000

9,303,000

0,908,000

0,959,000

6,016,135

9,297,146

5,047,088

2,954,308

6,849,787

2,510,563

1,267,452

1,114,098

2,510,467

10.45

10.74

21.02

17.19

15.84

20.60

22.05

23.49

13.25

5,538,114

8,017

84.17

39.52

7,780,940

4,908,000

0,771,000

356,606

2,215,987

8,873,549

14.81

16.00

8.54

29.15

17.01

Provision and Lard Markets

WEEKLY REVIEW

Trade Moderate—Market Weak—Hogs Heavy—Western Run Comparatively Large—Cash Trade Slow—Corn Crop Small—Further Livestock Liquidation Feared.

The market for hog products, particularly lard, has been under continued pressure the past week, and sold daily into new low ground for the movement under the influence of weakness in hogs and an absence of important support. Limited speculative buying power, together with hedge pressure, ran the market from time to time into stop loss orders which added to the depressing factors. At no time was there any particular rallying power in evidence.

Commission house scale down buying appeared to be under way, but there was no effort in sight to stem the downturn. Brokers with packing house connections were buyers at intervals, apparently lending some support, but the situation was such that there was little or nothing in the market in general to encourage speculative absorption.

The average hog price at Chicago got down to the 9½¢ level, the lowest price in about seven months, while the marketings at western packing points daily continued to run ahead of last year. With a small corn crop in prospect, further liquidation of livestock was feared by the trade, and the market was feeling, to some extent, a moderate cash business. In fact some figured that the domestic consumption of lard was running behind a year ago, while at the same time foreign interest appeared to be quiet and of a routine character.

Hog Slaughter Higher.

The U. S. Department of Agriculture placed the slaughter of swine during August at 3,129,990, compared with 2,545,335 a year ago. The slaughter for the 8 months ended August totaled 31,902,210, compared with 33,336,812, the same time a year ago.

The slaughter of cattle during August was 725,715, against 716,567 a year ago. For eight months ended August cattle slaughter was 5,342,840, against 5,472,924 the previous year. The slaughter of calves was 337,969 in August, against 368,799 last year, and for 8 months ended August totaled 3,020,849, against 3,204,218 last year.

The slaughter of sheep during August was 1,298,048, against 1,196,112 last year, and for 8 months ended August was 9,090,972, against 8,529,839 the same time a year ago.

A feature that attracted attention in provision circles was the statement accompanying the grain report, in part as follows: "The national character of the drought is illustrated by the fact that condition of pastures on September 1 was below the 10-year average condition in all states, except New Mexico, Arizona, Utah and California, with the U. S. average of 67, the lowest reported for September in 15 years or more."

The latter, with the corn crop estimate of 2,456,000,000 bushels against 2,741,000,000 bushels in August and a final crop last year of 2,931,000,000 bushels, indicated, it was figured, a rather serious feeding situation for the hog and cattle raisers. The loss in corn compared with a year ago is nearly 500,000,000 bushels, while the barley crop was 42,000,000 bushels less than last year, and the oat crop nearly 200,000,000 bushels under last year.

Lard Exports Up.

The official exports for the week ended August 31 were: Lard, 11,304,000 lbs., against 11,201,000 lbs. last year; bacon, 2,717,000 lbs., against 2,526,000 lbs.; hams and shoulders, 1,723,000 lbs., against 1,796,000 lbs.; pickled pork, 380,000 lbs., against 601,000 lbs. last year. The official exports of lard January 1 to August 31 was placed at 530,368,000 lbs., against 499,626,000 lbs. the same time a year ago.

The average weight of hogs received at Chicago last week was 255 lbs., against 257 lbs. the previous week, 247 lbs. a year ago and 256 lbs. the same time two years ago. The average price of hogs were down to around 9½¢, compared with 12.45¢ a year ago, and 10.85¢ two years ago.

PORK—The market at New York was quiet and steady. Mess was quoted at \$30.50; family, \$37.50; fat backs, \$24.00 @26.50.

LARD—Demand was quiet and the market rather weak. Prime western at New York was quoted at \$12.25@12.35; middle western, \$12.10@12.20; New York city, 11½¢; refined continent, 12½¢; South America, 13½¢; Brazil kegs, 14½¢; compound, ear lots, 11½¢; smaller lots, 11½¢.

At Chicago, regular lard in round lots was quoted at September price; loose lard, 25¢ under September; leaf lard, 20¢ under September.

BEEF—The demand fair and the market was firmly held. Mess at New York was quoted at \$26.00; packet, \$26.00@27.00; family, \$28.00@29.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 42 for later markets.

CANADIAN MEAT IMPORTS.

Imports of meats and lard into Canada during June, 1929, compared with the same month in 1928, according to the Dominion Bureau of Statistics, were as follows:

| | June, 1929. | June, 1928. |
|---|-------------|-------------|
| | Lbs. | Lbs. |
| Beef, fresh, chilled or frozen... | 523,331 | 738,878 |
| Mutton and lamb, fresh, chilled or frozen... | 362,921 | 481,562 |
| Pork, fresh, chilled or frozen... | 231,762 | 2,619 |
| Bacon and hams, shoulders and sides, cured... | 419,866 | 236,478 |
| Beef, pickled, in barrels... | 67,807 | 25,111 |
| Canned meats... | 1,485,889 | 639,938 |
| Pork, barreled in brine... | 784,622 | 699,931 |
| Pork, dry salted... | 116,395 | 78,395 |
| Sausage... | 36,548 | 39,413 |
| Lard... | 1,666 | 61,708 |
| Lard compounds... | 5,242 | 166,543 |

Government Storage Stocks

The heavy hog runs of the month just ended are reflected in the quantity of meat placed in storage in August, 1929, compared with the same month a year ago. Over 9,000,000 lbs. more pork was put into the freezer, nearly 8,000,000 lbs. more meat went into dry salt cure and 32,000,000 lbs. more into sweet pickle cure than in August, 1928.

According to the government report on stocks on hand at storage centers throughout the United States, total stocks of all pork meats declined materially during the month, while stocks of frozen and cured beef showed slight increases. However, stocks in most cases are considerably above the five-year average on September 1.

Stocks of beef frozen, cured and in process of cure are nearly double those of a year ago, frozen pork stocks are slightly higher and stocks of sweet pickle meats in process of cure are 30,000,000 lbs. more. The latter is accounted for in large measure by the quantity of meat going into pickle cure during August.

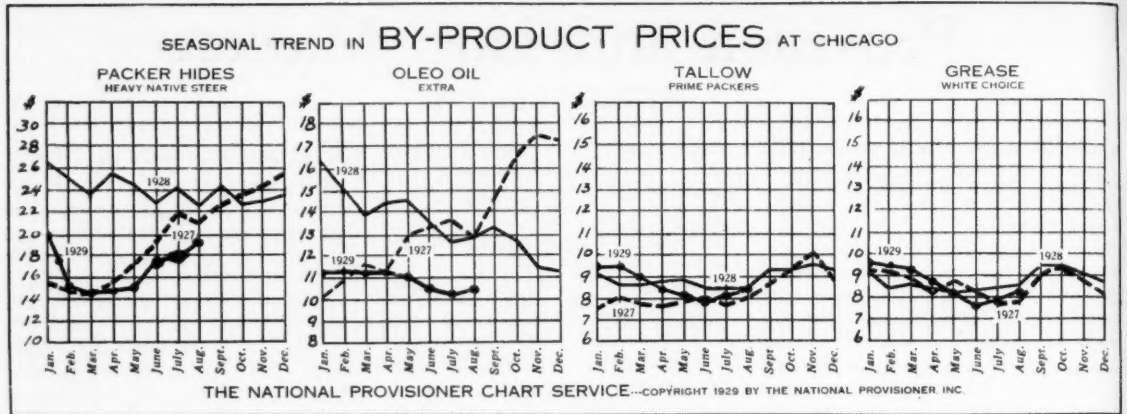
Lard stocks are well under those of a month ago and compare favorably with those of September 1, 1928, but they are nearly 33,000,000 lbs. higher than the five-year average.

Cold storage holdings on September 1, 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics:

| | Sept. 1, '29. | Aug. 1, '29. | 5-Year av. Sept. 1-lbs. |
|--------------------------------|---------------|--------------|-------------------------|
| Beef, frozen ... | 32,091,000 | 31,985,000 | 21,634,000 |
| Cured ... | 7,486,000 | 7,367,000 | 9,169,000 |
| In cure ... | 8,402,000 | 7,475,000 | 9,232,000 |
| Pork, frozen ... | 177,039,000 | 229,397,000 | 137,915,000 |
| D. S. cured ... | 80,771,000 | 85,579,000 | 86,084,000 |
| D. S. in cure ... | 80,076,000 | 86,729,000 | 78,919,000 |
| S. P. cured ... | 155,622,000 | 162,756,000 | 156,025,000 |
| S. P. in cure ... | 226,597,000 | 249,563,000 | 211,292,000 |
| Lamb & mutton, frozen ... | 3,159,000 | 2,639,000 | 1,698,000 |
| Misc. meats ... | 76,811,000 | 81,068,000 | 61,907,000 |
| Lard ... | 179,890,000 | 203,010,000 | 147,106,000 |
| Product placed in cure during: | | | |
| | Aug., 1929. | Aug., 1928. | |
| Pork, frozen ... | 38,456,000 | 29,027,000 | |
| D. S. pork placed in cure... | 73,036,000 | 65,534,000 | |
| S. P. pork placed in cure... | 174,668,000 | 142,595,000 | |

IMPORTS OF RUSSIAN CASINGS.

Imports of sausage casings from Moscow, Soviet Russia, to the United States for the fiscal year 1927-28 were valued at \$2,638,000, compared with values of \$2,383,000 the previous year and \$1,070,000 the fiscal year 1925-26, according to the U. S. Department of Commerce.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends of prices of the principal packinghouse by-products during the first eight months of 1929 compared with those of the two years previous.

Packer Hides—While heavy native steer hide prices have shown considerable strength in recent months, prices for the past five months have ruled lower than those of 1927 and well below the high level of 1928. For some time past there has been an excellent demand for this grade of hides with the market closely sold up in all directions. Buyers are bidding steady prices for all selections of hides and in many instances in order to secure requirements less desirable selections are included. Offerings in many cases are held over quoted prices. There is a good trade in South American frigorifico hides and this, together with the strength in the big packer hide market, has had a sustaining influence on small packer hides of all kinds.

Extra Oleo Oil—There is little relation between extra oleo oil prices during the first two-thirds of 1929 with those of the same period in 1928 and 1927. The market held steady during the first four months of the year at the low point reached at the close of 1928 and since that time has shown some fluctuation but at lower levels. Large quantities of oil have moved at the lower prices, and supplies are fairly well contracted ahead. This product has sold at only a small parity over prime packers' tallow and from the standpoint of producers the market has been generally unsatisfactory.

Prime Packers' Tallow—Within the past three years prime packers' tallow has moved within a fairly narrow price range. The market on this product reached its low point in June but has

shown increasing strength ever since. There has been sufficient buying from large soap makers to absorb the output of larger producers and in some cases buyers have turned to the nearby grades because of scarcity of the prime tallow. The product seems to be pretty well sold up for September with little evidence of heavy offerings at any consuming point. Buyers show little disposition to pay increased prices on small offerings but an increase of $\frac{1}{8}$ c has been paid on lots of 25 tank cars. The market has shown some disturbance owing to uncertainties attributed to tariff discussions and the competition of oriental oils.

Choice White Grease—White grease has been selling practically on the basis of prime packers' tallow and the price trend shows considerable similarity with the trend of that product. Soap makers have been good buyers of this grease for soap purposes. Only recently a considerable trade was made in both prime packers' tallow and white grease with the latter moving at only $\frac{1}{8}$ c under the former. This strong position has developed in white grease in spite of the slow export demand, and is due primarily to activity on the part of the soap makers.

EUROPEAN PROVISION CABLES.

The market at Hamburg showed little alteration, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,291 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 77,000 at a top Berlin price of 18.60c lb., compared with 94-

000 at 17.09c lb., for same week, 1928.

The market at Liverpool was rather quiet because of poor consumptive demand.

The total of pigs bought in Ireland for bacon curing was 26,000 for the week, as compared with 27,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ending September 6, 1929, was 98,000, compared with 80,336 for the same week of last year.

Exports of Danish bacon amounted to 4,712 metric tons, compared with 4,605 metric tons for the same period last year.

CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during June, 1929, according to the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

Beef, 264,143 lbs., valued at \$105,874; pork, 691,571 lbs., valued at \$255,199; sausage, 122,101 lbs., valued at \$37,488; other canned meats, 91,193 lbs., valued at \$25,783.

Shipments of canned meats from this country to non-contiguous territory:

Alaska—Beef, 27,993 lbs., valued at \$7,444; sausage, 6,481 lbs.; valued at \$1,938.

Hawaii—Beef, 274,042 lbs., valued at \$61,352; pork, 31,864 lbs., valued at \$6,982; sausage, 43,835 lbs., valued at \$14,245; other canned meats, 18,196 lbs., valued at \$4,417.

Porto Rico—Beef, 355 lbs., valued at \$69; pork, 2,123 lbs., valued at \$940; sausage, 10,716 lbs., valued at \$2,505; other canned meats, 3,306 lbs., valued at \$768.

TEMPERATURE CHART

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Cracklings, Bonemeal,
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40 Rector Street
New York City

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A distinctly stronger market developed in tallow the past week. Prices advanced to 8c f. o. b. for extra at New York under moderate buying, the result of a lack of pressure of supplies and a fairly well sold-up position on the part of producers. With little or no stuff hanging over the market, the advance was fully maintained, in fact the trade was of the opinion that the next business would be accomplished at still higher figures.

Consuming demand followed the advance, with further inquiry reported in the market at the 8c level, but buyers showed less inclination to climb for supplies. The feeling continued rather friendly to the market in trade quarters, and the developments were looked upon as a natural condition and one likely to continue until production again overtakes the demand.

The August slaughter of cattle was placed at 725,714, against 716,567 a year ago, and the total for 8 months ended August at 5,342,840, against 5,472,924 the same time a year ago.

At New York, special was quoted at 7½c; extra, 8c, last sale 8¼c asked; edible, 9½c. At Chicago, the market for tallow was firm, with a scarcity of offers from large packing quarters. Recent activity placed the market in a closely sold-up position.

At Chicago, edible was quoted at 8½c; fancy, 8½c; prime packer, 8½c; No. 1, 8c; No. 2, 6½c.

There was no auction at London this week. At Liverpool, the market for Australian tallow was unchanged to 6d lower. Prime was quoted at 41s 3d; good mixed, 39s 3d.

STEARINE—An easier tone was in evidence at New York. Some business was passing at the 10½c level and the market is still quoted at that figure. At Chicago, the market was quiet and about steady. Oleo was quoted at 10½c.

See page 42 for later markets.

OLEO OIL—The market was dull and offerings limited. The tone steady. Extra at New York quoted at 10½c @ 11½c; medium, 10½c @ 10½c; lower grades, 9½c. At Chicago, the market was quiet and steady. Extra was quoted at 10½c.

LARD OIL—A small demand but limited offerings made for a steady tone. At New York, edible was quoted at 15½c; extra winter, 14½c; extra, 12½c; extra No. 1, 12c; No. 1, 11½c; No. 2, 11½c.

NEATSFOT OIL—Hand-to-mouth buying was reported in this market, but the tone was steady. Pure oil New York was quoted at 14½c; extra, 12½c; No. 1, 12c; cold test, 18½c.

GREASES—The position of the grease market in the East was one of a very steady tone but a rather quiet market. Consuming inquiry was in evidence, but was not large. Buyers and sellers appeared to be apart. Trading was fair at times. Producers' ideas were stronger, owing to an advancing tallow market, but buyers

were slow in climbing for supplies.

Sentiment, as a whole, was mixed, but in the main the feeling existed that grease prices would follow the trend in tallow to some extent. One reason for the steadiness was indications of a fairly well sold-up position.

At New York, superior house was quoted at 7½c @ 7½c; yellow and house, 7½c @ 7½c; lower grades, 7½c @ 7½c; A white, 7½c @ 7½c; choice white, 9½c.

At Chicago, a scarcity of offerings was reported in greases, and the market was firm owing to sold-up conditions. There was a good demand for choice white grease at all consuming points. At Chicago, brown was quoted at 6½c; yellow, 7½c @ 7½c; B white, 7½c; A white, 7½c; choice white, 8½c.

By-Products Markets

Chicago, Sept. 12, 1929.

Blood.

The market on blood is easy, and little trading of any consequence taking place. The market is nominally \$4.85 @ 5.00 per unit of ammonia, Chicago.

Unit Ammonia.

Ground and unground.....\$4.85 @ 5.00

Digester Feed Tankage Materials.

Market on digester feeding tankage is strong, good volume of trading reported, mostly at \$5.25 & 10c, f.o.b. Chgo. Special feeding steam bone meal in good demand.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....\$ 5.25 @ 5.35 & 10
Unground, 11½ to 12% ammonia.....5.10 @ 5.25 & 10
Ground, 6 to 8% ammonia.....4.60 @ 4.85 & 10
Unground, 6 to 8% ammonia.....4.40 @ 4.65 & 10
Liquid stick.....3.85 @ 4.10
Steam bone meal, special feeding, per ton.....42.00 @ 45.00

Fertilizer Materials.

Very good business reported in fertilizer materials; inquiry also strong with good movement of stocks. Prices are unchanged.

Unit Ammonia.

High grd. ground, 10 @ 11% am. \$ @ 3.75 & 10
Low grd., and ungr., 6-9% am. @ 3.50 & 10
Hoof meal.....3.50 @ 3.75
Bone tankage, low grd., per ton 24.00 @ 25.00

Bone Meals (Fertilizer Grades).

Bone meal situation remains steady and quiet; prices unchanged from previous quotations.

Per Ton.

Raw bone meal.....\$50.00 @ 55.00
Steam, ground, 3 & 50.....31.00 @ 32.00
Steam, unground, 3 & 50.....29.00 @ 31.00

Cracklings.

Demand for cracklings has improved substantially in past week. Sales reported in good volume, demand generally better, on basis \$1.15 to \$1.20, Chicago and Mid-West, per unit protein content.

Hard pressed and exp. unground, per unit protein.....\$ 1.15 @ 1.20
Soft prod. pork, ac. grease & quality 75.00 @ 80.00
Soft prod. beef, ac. grease & quality 55.00 @ 60.00

Gelatine and Glue Stocks.

Gelatine and glue stocks market continues strong, with supplies light, little offered and good trading reported by those who have product to sell.

Per Ton.

Kip and calf stock.....\$38.00 @ 42.00
Hide trimmings.....30.00 @ 33.00
Horn piths.....42.00 @ 43.00
Cattle jaws, skulls and knuckles.....45.00 @ 47.00
Sinews, pizzles.....36.00 @ 37.00
Pig skin scraps and trim., per lb.....@ 5c

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$75.00 @ 150.00
Mfg. shin bones.....58.00 @ 130.00
Cattle hoofs.....45.00 @ 47.00
Junk bones.....27.00 @ 28.00
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

Very quiet market for animal hair at present, with moderate trading reported during the past week. Prices more or less nominal.

Coll and field dried.....2 @ 2½c
Processed grey, summer, per lb.....4 @ 5c
Processed grey, winter, per lb.....6 @ 8½c
Cattle switches, each.....4½ @ 5½c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 11, 1929.—Ground dried blood is a little easier, as far as the local productions are concerned, and is now being quoted at \$4.40 per unit, basis f.o.b. New York. The last sale of the South American production was reported at \$4.50 per unit, c.i.f. an Atlantic port.

Fishing continues good in Chesapeake Bay and vicinity, and as a result, the price of unground dried fish scrap has dropped 10c per unit of ammonia, and is now being sold at \$3.65 and 10c f.o.b. fish factories.

The importers have raised the price of nitrate of soda 20c per ton for all deliveries, because of an advance in freight rates from Chile to U. S. ports.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended Sept. 7, 1929, with comparisons:

| | Week ended Sept. 7. | Prev. week. | Cor. 1928. |
|------------------------|---------------------|-------------|------------|
| Western dressed meats: | | | |
| Steers, carcasses | 2,162 | 2,331 | 2,206 |
| Cows, carcasses | 1,052 | 1,401 | 1,740 |
| Bulls, carcasses | 32 | 40 | 26 |
| Veals, carcasses | 664 | 891 | 1,035 |
| Lambs, carcasses | 17,392 | 19,183 | 12,557 |
| Mutton, carcasses | 1,208 | 1,494 | 1,109 |
| Pork, lbs. | 387,270 | 402,679 | 138,395 |
| Local slaughters: | | | |
| Cattle | 1,100 | 1,303 | 1,248 |
| Calves | 1,371 | 1,280 | 1,418 |
| Hogs | 9,204 | 9,803 | 7,735 |
| Sheep | 6,557 | 7,237 | 5,413 |

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COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S Mistletoe MARGARINE

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Sept. 12, 1929, based on expressions of member companies of the Shortening and Oil Division of the Interstate Cottonseed Crushers Association, were as follows:

| Shortening. | |
|-----------------------------------|----------------|
| North and Northeast: | Per lb. |
| Carlots, 26,000 lbs. | @11 1/4 |
| 3,500 lbs. and up | @11 1/2 |
| Less than 3,500 lbs. | @12 |
| South: | |
| 10,000 lbs. | @11 |
| Less than 10,000 lbs. | @11 1/2 |
| Pacific Coast: | @11 1/2 |
| Salad Oil. | |
| North and Northeast: | |
| Carlots, 26,000 lbs. | @11 |
| 5 bbls. and up | @11 1/2 |
| 1 to 4 bbls. | @12 |
| South: | |
| Carlots, 26,000 lbs. | 10 3/4 @11 |
| 5 bbls. and up | 11 1/4 @11 1/2 |
| 1 to 4 bbls. | 11 1/2 @11 1/2 |
| Pacific Coast: | 11 1/4 @11 1/2 |
| Cooking Oil—White. | |
| 1/4c per lb. less than salad oil. | |
| Cooking Oil—Yellow. | |
| 1/4c per lb. less than salad oil. | |

EUROPEAN FIRMS MERGE.

The Margarine Union, a Dutch-English company which has been a prime factor in the margarine trade of Europe and the United Kingdom, has amalgamated with Lever Brothers, British soap manufacturers. This is said to be one of the largest mergers in British industrial history. The shares of the two companies will be amalgamated on an equal basis, the combine dating from January 1, 1930.

No change is contemplated in the method of conducting the business of either organization, it is said. The co-operation has been arranged not only for the benefit of the shareholders in the two companies but to the advantage of the consuming public.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

Lever Brothers have issued capital stock valued at approximately \$270,000,000 out of a total authorized capitalization of \$615,000,000. The bulk of this is in preferred shares, but the common alone is concerned in the present merger. It is anticipated that these shares will be transferred to a holding company which will issue its own shares and also acquire the share capital of Margarine Union and its parent company, the Dutch Margarine Unie.

Margarine Union has issued capital stock amounting to approximately \$17,000,000, and controls big distributing interests in England, including the Lipton Stores.

According to the latest available figures, the combined issue of capital of the two companies is approximately \$70,000,000 and the combined general reserves, \$20,000,000.

SUMATRA OIL EXPORTS.

Following are the exports of palm kernels, palm oil and copra from East Coast of Sumatra during the first quarter of 1929 with comparable figures for 1928, according to the U. S. Department of Commerce:

| | First Quarter 1928. Lbs. | First Quarter 1929. Lbs. |
|-----------------|--------------------------------|--------------------------------|
| Palm kernels... | 2,753,660 | 2,720,399 |
| Palm oil..... | 13,040,048 | 12,090,287 |
| Copra | 4,936,837 | 9,259,882 |

During the first quarter of 1929 there was exported to the United States 8,945,961 lbs. of palm oil from North Sumatra as compared with 6,934,282 lbs. for the same period of 1928.

JULY MARGARINE PRODUCTION.

Production of margarine during July, 1929, with comparisons for the same month last year, as reported by margarine manufacturers to the U. S. Department of Agriculture, was as follows:

| | July, 1929. Lbs. | July, 1928. Lbs. |
|-----------------|---------------------|---------------------|
| Uncolored | 20,494,708 | 23,644,494 |
| Colored | 1,009,135 | 1,228,507 |
| Total | 21,443,843 | 24,873,001 |

MARGARINE STATISTICS.

Margarine production in the United States has increased over 115,000,000 lbs. since 1925, according to figures re-

cently issued. These show the 1929 production estimated at 333,070,674 lbs., compared with 215,402,538 in 1925. The figures for each of the years are as follows:

| | Lbs. |
|------------|-------------|
| 1925 | 215,402,538 |
| 1926 | 247,921,300 |
| 1927 | 258,065,941 |
| 1928 | 293,885,090 |
| 1929 | 333,070,674 |

Margarine consumption in foreign countries is reported by the U. S. Department of Commerce as follows:

| | Lbs. | Per capita Consumption. |
|---------------------|-------------------|----------------------------|
| Great Britain | 1928* 583,200,000 | 13.28 |
| Norway | 1927* 96,907,000 | 36.10 |
| Sweden | 1927 97,622,000 | 35.00 |
| Denmark | 1927 158,290,000 | 45.10 |
| Finland | 1928 23,685,000 | 6.50 |
| Germany | 1928 992,070,000 | 15.08 |
| Netherlands | 1927 136,024,000 | 17.80 |
| Belgium | 1928 89,286,000 | 11.16 |
| France | 1928* 50,876,000 | 1.21 |

There is no industry in Italy, Portugal or Greece and the production is small in Switzerland, Austria, Latvia, Esthonia, Poland, and other countries.

AUGUST FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in August, 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------------|-----------|-----------|------------|-----------|
| Baltimore .. | 5,674 | 871 | 54,333 | 3,953 |
| Buffalo | 9,817 | 2,615 | 72,816 | 11,181 |
| Chicago | 143,358 | 36,665 | 409,525 | 257,497 |
| Cincinnati .. | 11,880 | 5,928 | 67,012 | 8,601 |
| Cleveland .. | 6,807 | 5,798 | 56,906 | 12,278 |
| Denver | 7,615 | 1,811 | 21,480 | 15,974 |
| Detroit | 6,383 | 6,068 | 90,253 | 9,935 |
| Fort Worth .. | 31,680 | 38,277 | 28,346 | 23,392 |
| Indianapolis .. | 16,023 | 3,870 | 68,467 | 13,396 |
| Kansas City .. | 80,023 | 20,847 | 194,402 | 98,537 |
| Milwaukee .. | 13,084 | 16,736 | 106,109 | 10,240 |
| Nat. S. Y. | 37,007 | 10,073 | 140,253 | 46,240 |
| New York | 28,451 | 51,324 | 80,163 | 242,236 |
| Omaha | 64,940 | 4,855 | 152,417 | 137,773 |
| Phila. | 5,101 | 7,047 | 58,338 | 23,982 |
| St. Louis | 15,989 | 6,402 | 124,335 | 9,229 |
| St. Paul | 29,044 | 1,801 | 89,386 | 52,064 |
| So. St. Joe .. | 26,935 | 5,813 | 101,362 | 96,088 |
| So. St. Paul .. | 38,969 | 36,786 | 100,022 | 37,215 |
| Wichita | 6,612 | 2,036 | 50,746 | 4,444 |
| All other establishments .. | 140,363 | 72,286 | 962,427 | 183,563 |
| Total: | | | | |
| Aug., '29 | 725,714 | 337,980 | 3,129,991 | 1,298,048 |
| Aug., '28 | 716,567 | 368,790 | 2,545,385 | 1,196,112 |
| 8 mos. ended | | | | |
| Aug., '29 | 5,342,840 | 3,020,840 | 31,902,210 | 9,090,972 |
| 8 mos. ended | | | | |
| Aug., '28 | 5,472,924 | 3,204,218 | 33,386,812 | 8,529,839 |

HULL OIL MARKET.

Hull, England, Sept. 11, 1929.—(By Cable.)—Refined cottonseed oil, 37s; Egyptian crude cottonseed oil, 34s 6d.

See "Wanted" page for bargains.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fair—Market Weaker—Sentiment Mixed—Refiners Selling Factor—Cotton Report Bullish—Cash Trade Quiet—Consumption Report Awaited—Western Belt Drouth Broken—Corn Crop Small.

There was a fairly good volume of trade in cotton oil futures on the New York Produce Exchange the past week, and the market, although backing and filling with the mixed operations and the news, displayed a weaker undertone. The rallies did not get very far, and the market responded readily to any important selling pressure. Commission houses were on both sides, as were refiners' brokers, but the market was not in a position to readily absorb hedges as was indicated by developments during the week.

A bullish cotton crop report made for buying and covering for a time and an upturn, but the effects of the report were readily offset by rather aggressive pressure from refining quarters. The latter selling dried up on the breaks, but was in evidence on the recovery. The bulk of the pressure was in the later months, particularly March, while buying of October on a scale down was generally credited to refiners account.

One feature that had a depressing effect and helped offset the cotton report was the breaking of the drouth in the western belt with good rains in Texas and Oklahoma. This created the impression that the cotton crop had improved, since the figures were compiled. The weekly weather report, however, failed to note any particular benefit from the weather in Texas, and although moderately bullish had but little influence.

New Oil a Factor.

The persistent weakness in the lard market and quietness in cash oil trade was more or less against values. While the corn crop report was regarded as an indication of high corn prices throughout the season, it was feared that liquidation of hogs would continue from scattered directions and that the latter would continue to press on the lard market.

The professional element were easily

influenced and readily followed any good buying or selling. Sentiment, however, was bearish in the main as a cotton crop the size of the present estimate of 14,825,000 bales, it was felt, with the carryover would make for sufficient supplies during the season for all requirements. The ginnings to September 1 totaled 1,577,030 bales, and with ginning operations on the increase the impression prevailed that the market was close to hand with increased hedging pressure.

At the same time, reports circulated that oil mill activity would be greater during the coming week. This, with its consequent greater flow of new oil to market, would come, it was argued, at

a time when there was little or no incentive for the trade or speculators to take hold of the market. There are some, however, who continued to talk of the reasonableness of the oil prices, and who, as a result, are anticipating a goodly consumption, but until the pressure of the movement has spent its force, they are inclined to go slow.

Domestic Trade Routine.

In the Valley there was a fairly good movement of crude oil around 7½¢, but in the Southeast crude was 7½¢, bid and tight in that section as well as in Texas. The crude markets, as a result, are attracting more attention, and oil is beginning to work into a position where the new crop situation, regardless of the size of the crop, is becoming more of a price making factor. The climatic conditions are being followed as the crop is far from made, but the trade appears to have settled their minds pretty well on a production about in line with the government estimate.

While the distribution of oil is at a fairly good pace against old orders, the demand is not sufficient, as the majority see it, to maintain values without some improvement in the position of lard. The sharp advance in linseed oil has been coming in for some attention and has caused a stronger cottonoil market in England, but little or nothing in the way of foreign interest in cotton oil has been disclosed here. As a matter of fact, domestic trade has been routine, consumers recently having stocked up, but the latter are expected in the market later in the month.

COTTONSEED OIL—Market transactions:

Friday, September 6, 1929.

| | —Range— | | | —Closing— | |
|------------|---------|-------|------|-----------|--------|
| | Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | 930 a | Bid |
| Sept. | | | | 930 a | 960 |
| Oct. | 1800 | 949 | 943 | 945 a | .... |
| Nov. | | | | 940 a | 950 |
| Dec. | 1600 | 951 | 949 | 951 a | 953 |
| Jan. | 1200 | 960 | 956 | 957 a | 959 |
| Feb. | | | | 960 a | 972 |
| Mar. | 5200 | 975 | 970 | 973 a | 974 |
| Apr. | | | | 976 a | 985 |

Total sales, including switches, 9,800 bbls. P. crude S. E. 7% @ 7½¢ bid.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 12, 1929.—While August consumption of cotton oil was large, it was more than offset by increased seed receipts, production and visible supply compared to year ago. Nearby crude and refined in good demand as the consumption continues large. However, as many additional mills start up near future, prices will likely decline. Crude barely steady at 7½¢@7½¢, all directions. Immediate bleachable firm at 8½¢ loose, New Orleans. No September tenders here to date. Hedging expected to begin soon. Crop again improving; seed moving freely.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 12, 1929.—Crude oil has been selling freely this week at 7½¢ Valley; forty one per cent meal, \$41.00, Memphis; loose cotton seed hulls, \$6.00 Memphis. The weather is good.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 12, 1929.—Prime cotton seed, \$34.00; prime crude oil, 7½¢@7½¢; forty-three per cent cake and meal, \$41.00; hulls, \$10.00; mill run linters, 3¼¢.

ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.
New York City, N. Y.

BROKERS

COTTON SEED OIL

ORDERS SOLICITED

TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

FOUR

DELIVERY POINTS

Established for the New Orleans Refined Cotton Seed Oil Contract, viz.:

NEW ORLEANS, at Basis.
Dallas, Tex. at 35 points off basis.

Houston, Tex. at 35 points off basis.

Memphis, Tenn. at 5 points on basis.

Goes into effect with March contracts and thereafter.

In transit oil may be ordered shipped to certain destinations at fixed freight differentials.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
P & G SPECIAL (hardened) Coconut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

Saturday, September 7, 1929.

| | | | |
|-------|-------|-------|-----|
| Spot | ..... | 930 a | Bid |
| Sept. | ..... | 960 a | 984 |
| Oct. | 2400 | 952 | 945 |
| Nov. | ..... | 945 a | 960 |
| Dec. | 2300 | 960 | 949 |
| Jan. | 600 | 962 | 956 |
| Feb. | ..... | 965 a | 980 |
| Mar. | 3900 | 978 | 971 |
| Apr. | ..... | 975 a | Bid |

Total sales, including switches, 9,200 bbls. P. crude S. E. 7½c bid.

Monday, September 9, 1929.

| | | | |
|-------|-------|-------|-------|
| Spot | ..... | 920 a | ..... |
| Sept. | ..... | 940 a | 970 |
| Oct. | 3700 | 961 | 945 |
| Nov. | ..... | 940 a | 950 |
| Dec. | 4600 | 969 | 950 |
| Jan. | 800 | 968 | 957 |
| Feb. | ..... | 958 a | 975 |
| Mar. | 5700 | 990 | 972 |
| Apr. | ..... | 975 a | 990 |

Total sales, including switches, 14,800 bbls. P. crude S. E. nominal.

Tuesday, September 10, 1929.

| | | | |
|-------|-------|-------|-------|
| Spot | ..... | 925 a | ..... |
| Sept. | ..... | 950 a | 960 |
| Oct. | 3400 | 945 | 938 |
| Nov. | ..... | 935 a | 945 |
| Dec. | 200 | 941 | 941 |
| Jan. | 400 | 950 | 948 |
| Feb. | ..... | 950 a | 965 |
| Mar. | 2300 | 970 | 964 |
| Apr. | ..... | 967 a | 977 |

Total sales, including switches, 6,300 bbls. P. crude S. E. 7½c bid.

Wednesday, September 11, 1929.

| | | | |
|-------|-------|-------|-------|
| Spot | ..... | 900 a | ..... |
| Sept. | ..... | 927 a | 947 |
| Oct. | 1500 | 939 | 935 |
| Nov. | ..... | 930 a | 942 |
| Dec. | 800 | 947 | 944 |
| Jan. | 300 | 952 | 951 |
| Feb. | ..... | 950 a | 962 |
| Mar. | 2000 | 970 | 966 |
| Apr. | ..... | 965 a | 980 |

Total sales, including switches, 4,600 bbls. P. crude S. E. 7½c bid.

Thursday, September 12, 1929.

| | | | |
|-------|-------|-------|-------|
| Spot | ..... | 900 a | ..... |
| Sept. | ..... | 925 a | 945 |
| Oct. | 940 | 935 | 935 a |
| Nov. | ..... | 930 a | 945 |
| Dec. | 945 | 943 | 944 a |
| Jan. | 951 | 949 | 950 a |
| Feb. | ..... | 950 a | 965 |
| Mar. | 968 | 965 | 965 a |
| Apr. | ..... | 970 a | 980 |

See page 42 for later markets.

COCOANUT OIL—The market was rather quiet and in a weak position, with New York spot and shipment quoted at 6½c. At the Pacific coast, tanks for the balance of the year were quoted at 6½c.

CORN OIL—The market was quiet but was steadily held. The last business was at 8c, and prices are quoted at 8@8½c f.o.b. mills.

SOYA BEAN OIL—A fair business passed at the Pacific coast at 9½c. At New York, barrels were quoted at 11½c; tanks, 10¼@10½c; and Pacific coast tanks, 9½c.

PALM OIL—A little more consuming interest was reported owing to the better market in tallow, and prices were very steady, a result of firmness in offerings. At New York, spot Nigre was quoted at 7¼@7½c; shipment Nigre, 7¼c; spot Lagos, 7½@7¾c; shipment Lagos, 7¾@7½c.

PALM KERNEL OIL—Aside from routine interest there was little or no change in this market. New York tanks were quoted at 7½c and packages at 8½c nominal.

OLIVE OIL FOOTS—Demand showed no improvement, and the market continued barely steady. Spot foots at New York were quoted at 9½c; shipment foots, 9c; new crop, 8½c.

RUBBERSEED OIL—Sellers reported sold up and awaiting new crop supplies. Prices quoted 7c nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Store oil demand at New York was quiet, but the stocks are small and steadily held. Store oil is quoted at ¼c over September; Southeast crude, 7½c bid; valley, 7½@7¾c; Texas, 7½c nominal.

NEW ORLEANS OIL TRADING.

(Special Report to The National Provisioner.)

New Orleans, La., Sept. 10, 1929.—The trade was greatly surprised yesterday when the Government issued an estimate of production of 14,825,000 bales.

It is generally conceded that the yield seems to be about 14,750,000 bales, and many believe it will be between 14,250,000 and 14,500,000 bales. However, the U. S. Census Bureau was expected to be conservative in its reduction and the public anticipated a figure slightly under, or over, 15,000,000 bales.

The fact that it is estimated at 14,825,000 bales by the U. S. Census Bureau gives ground for belief that the next estimate will be under 14,500,000 bales.

A cotton production of 14,800,000 bales and a carry-over of 4,200,000 bales gives a total supply of 19,000,000 bales, and it seems the irreducible minimum carry-over is between 3,500,000 and 4,500,000 bales. The present season's consumption cannot be far over 15,000,000 or 15,250,000 bales, against 16,333,000 bales the past season. Cotton values should advance as the season progresses, if not now, due to lack of confidence by speculators.

The cottonseed oil supply will probably equal the demand as lard continues unsteady and, from present indications, cannot bulge materially.

A good deal will depend upon the quantity and quality of the crush, and it is early to have fairly correct views, but crude could decline to 6½@6¾c when it would be a purchase and, on that basis, New Orleans future contracts should prove to be a profitable purchase.

A further scaling down of cotton production or quality of crude, due to unfavorable weather, would change ideas.

South Texas Cotton Oil Co.

Houston, Texas

Manufacturer of

Hydrogenated Oils

Cotton Seed and Peanut, for

SHORTENING MARGARINE

and Confectionery Trades

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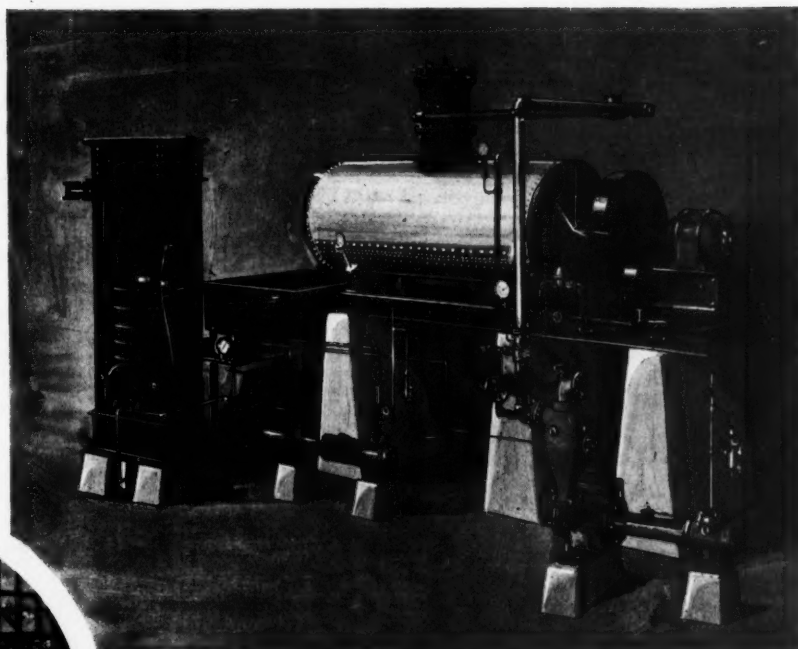
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Oils

Installation of the
Laabs process for
rendering lard at
Merkel Bros., Inc.,
Jamaica, N. Y.



BETTER LARD WITH LAABS RENDERING PROCESS

The results obtained by Merkel Bros., Inc., justified their making the following very noteworthy statements.

"We have been obtaining a lard of beautiful color and texture, and the quality of same has been so good that we have been unable to make enough lard to take care of our orders.

"We have been getting these good results even though it is an ordinary thing for us to use in one cooking 500 pounds or 600 pounds of bones along with 200 pounds or 300 pounds of rinds in addition to the hog fats.

"The quality of the lard has been verified by laboratories. Tests show practically no impurities and very little acidity.

"One of the gratifying features of the Laabs Rendering Process is the fact that no grinding of bones or hashing of fats is necessary."

MERKEL BROS., INC.



United States patents 1,578,245
and 1,630,124; Great Britain,
No. 253,952; Australia, No.
2,279; France, No. 617,978; Ar-
gentina, No. 26,749; Canada,
No. 277,703; Uruguay, No.
2,234; Holland, No. 19,681.
Other U. S. and foreign patents
pending.

THE ALLBRIGHT-NELL CO.

Western Office
1731 W. 43rd Place
Los Angeles, Calif.

5323 S. Western Boulevard,
Chicago, Ill.

Eastern Office
117 Liberty Street
New York, N. Y.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products continued heavy the latter part of the week with less pressure, however. There is a steadier hog and moderate cash demand. Western receipts are still comparatively liberal. There is some speculative interest.

Cottonseed Oil.

Cotton oil steady and featureless due to hedge pressure. Crude is firm at 7½c in all sections. Cash trade moderate; sentiment a little more mixed. August consumption 319,000 barrels; year ago, 306,000. Visible supply this year 769,000 barrels; last year, 1,109,000 barrels.

Quotations on cottonseed oil at New York, Friday noon, were: Sept., \$9.20@9.45; Oct., \$9.37@9.41; Nov., \$9.35@9.50; Dec., \$9.47@9.51; Jan., \$9.35@9.55; Feb., \$9.53@9.70; March, \$9.68@9.69; April, \$9.70@9.80.

Tallow.

Tallow, extra, 8¼c.

Stearine.

Stearine, oleo, 10¾c.

FRIDAY'S GENERAL MARKETS.

New York Sept. 13, 1929. — Lard, prime western, \$12.25@12.35; middle western, \$12.15@12.25; refined continent, 12½c; South American, 13½c; Brazil kegs, 14½c; compound, 11¼c.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Sept. 12, 1929.—General provision market continues dull with trade extremely quiet. Hams, square shoulders, picnics and pure lard, slow demand. Spot prices declining.

Friday's prices were as follows: Hams, American cut, 102s; Liverpool shoulders, square, 69s; hams, long cut,

106s; picnics, 76s; short backs, 93s; bellies, clear, 82s; Canadian, 100s; Cumberland, 82s; spot lard, 62s.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended Sept. 5, 1929, with comparisons, as reported by the Dominion Livestock Branch:

BUTCHER STEERS.

1,000-1,200 lbs.

| | Week ended Sept. 5. | Prev. week. | Same week, 1928. |
|---------------|---------------------|-------------|------------------|
| Toronto | \$10.25 | \$10.15 | \$12.00 |
| Montreal | 9.75 | 9.50 | 10.75 |
| Winnipeg | 9.50 | 10.00 | 11.00 |
| Calgary | 8.50 | 9.25 | 11.00 |
| Edmonton | 8.75 | 8.75 | 10.25 |
| Prince Albert | 8.50 | 8.50 | 9.75 |
| Moose Jaw | 9.00 | 9.00 | 10.85 |
| Saskatoon | 8.50 | 8.50 | 9.50 |

VEAL CALVES.

| | Week ended Sept. 5. | Prev. week. | Same week, 1928. |
|---------------|---------------------|-------------|------------------|
| Toronto | \$17.00 | \$16.50 | \$17.00 |
| Montreal | 14.00 | 13.50 | 14.00 |
| Winnipeg | 14.00 | 14.00 | 14.00 |
| Calgary | 10.00 | 10.25 | 10.50 |
| Edmonton | 11.00 | 12.00 | 11.50 |
| Prince Albert | 9.00 | 9.50 | 10.00 |
| Moose Jaw | 11.50 | 11.00 | 11.00 |
| Saskatoon | 9.00 | 9.00 | 10.50 |

SELECT BACON HOGS.

| | Week ended Sept. 5. | Prev. week. | Same week, 1928. |
|---------------|---------------------|-------------|------------------|
| Toronto | \$12.25 | \$13.25 | \$14.50 |
| Montreal | 13.00 | 13.25 | 14.00 |
| Winnipeg | 12.25 | 13.50 | 13.50 |
| Calgary | 12.50 | 13.50 | 13.85 |
| Edmonton | 11.25 | 12.35 | 13.75 |
| Prince Albert | 12.50 | 13.50 | 13.50 |
| Moose Jaw | 12.40 | 13.40 | 13.15 |
| Saskatoon | 12.04 | 13.35 | 13.35 |

GOOD LAMBS.

| | Week ended Sept. 5. | Prev. week. | Same week, 1928. |
|---------------|---------------------|-------------|------------------|
| Toronto | \$12.85 | \$13.50 | \$14.00 |
| Montreal | 12.00 | 12.00 | 12.50 |
| Winnipeg | 11.50 | 11.25 | 12.00 |
| Calgary | 11.50 | 11.25 | 12.00 |
| Edmonton | 10.50 | 10.50 | 11.50 |
| Prince Albert | 10.50 | 10.50 | 10.75 |
| Moose Jaw | 11.50 | 11.50 | 12.25 |
| Saskatoon | 10.00 | 10.25 | 11.50 |

LIVERPOOL PROVISION STOCKS.

Imports of provisions into Liverpool for August, 1929, as reported by the Liverpool Provision Trade Association:

| | Aug., 1929. | Aug., 1928. |
|----------------------------|----------------|----------------|
| Bacon, including shoulders | 5,099,472 lbs. | 5,099,472 lbs. |
| Hams | 1,499,264 lbs. | 1,499,264 lbs. |
| Lard, tons | 1,262 | 1,262 |

The approximate weekly consumption ex-Liverpool stocks for the months given is reported as follows:

| | Bacon, lbs. | Hams, lbs. | Lard, tons. |
|------------|-------------|------------|-------------|
| July, 1929 | 1,269,469 | 871,226 | 430 |
| June, 1929 | 1,187,356 | 1,412,182 | 381 |
| July, 1928 | 1,059,591 | 1,187,356 | 542 |

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 13, 1929, show exports from that country were as follows: To England, 102,449 quarters; to the Continent, 16,027 quarters.

Exports of the previous week were as follows: To England, 93,634 quarters; to the Continent, 7,374 quarters.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1 to Sept. 11, 1929, totaled 13,246,826 lbs.; tallow, none; greases, 415,200 lbs.; stearine, none.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Sept. 7, 1929, amounted to 4,712 metric tons, compared with 4,605 metric tons the same week of 1928.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Sept. 12, 1929:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|---------------------------------------|---------------|---------------|---------------|---------------|
| Fresh Beef: | | | | |
| STEERS (700 lbs. up): | | | | |
| Choice | \$22.50@24.00 | \$23.50@24.50 | \$24.00@25.50 | \$24.00@25.00 |
| Good | 21.50@22.50 | 21.50@23.50 | 21.50@24.50 | 23.00@24.00 |
| STEERS (550-700 lbs.): | | | | |
| Choice | 23.00@24.00 | | 24.00@25.50 | 24.50@26.00 |
| Good | 22.00@23.00 | | 21.50@24.50 | 22.00@24.00 |
| STEERS (500 lbs. up): | | | | |
| Medium | 17.00@20.50 | 19.00@21.50 | 17.00@22.00 | 17.00@21.00 |
| Common | 15.00@17.00 | 17.00@19.00 | 14.00@17.00 | |
| STEERS (1): | | | | |
| Yearling (300-550 lbs.): | | | | |
| Choice | 24.00@25.00 | | 24.50@26.00 | 25.00@26.00 |
| Good | 21.50@23.50 | | 21.50@25.00 | 24.00@25.00 |
| Medium | 19.00@21.50 | | | |
| COWS: | | | | |
| Good | 15.50@17.50 | 17.00@18.00 | 16.50@18.50 | 17.50@18.50 |
| Medium | 13.50@15.50 | 15.50@17.00 | 14.00@16.50 | 15.50@17.00 |
| Common | 12.50@13.50 | 14.00@15.50 | 13.00@14.00 | 14.00@15.00 |
| Fresh Veal and Calf Carcasses: | | | | |
| VEALERS (2): | | | | |
| Choice | 25.00@26.00 | 25.00@26.00 | 28.00@30.00 | 26.00@27.00 |
| Good | 23.00@25.00 | 22.00@25.00 | 25.00@28.00 | 25.00@26.00 |
| Medium | 22.00@23.00 | 20.00@22.00 | 22.00@26.00 | 22.00@24.00 |
| Common | 20.00@22.00 | 18.00@20.00 | 20.00@22.00 | |
| CALF (2) (3): | | | | |
| Choice | | | 22.00@24.00 | 21.00@23.00 |
| Good | | | 19.00@22.00 | 18.00@20.00 |
| Medium | | | 17.00@20.00 | 16.00@18.00 |
| Common | | | 15.00@17.00 | 15.00@16.00 |
| Fresh Lamb and Mutton: | | | | |
| LAMB (38 lbs. down): | | | | |
| Choice | 25.00@26.00 | 26.00@27.00 | 25.00@27.00 | 26.00@27.00 |
| Good | 24.00@25.00 | 25.00@26.00 | 23.00@25.00 | 23.00@24.00 |
| Medium | 21.00@23.00 | 21.00@23.00 | 21.00@22.00 | 22.00@25.00 |
| Common | 17.00@20.00 | 18.00@21.00 | 19.00@21.00 | 18.00@22.00 |
| LAMB (39-45 lbs.): | | | | |
| Choice | 25.00@26.00 | 26.00@27.00 | 25.00@27.00 | 26.00@27.00 |
| Good | 24.00@25.00 | 25.00@26.00 | 23.00@25.00 | 23.00@24.00 |
| Medium | 21.00@23.00 | 21.00@23.00 | 21.00@22.00 | 22.00@25.00 |
| Common | 17.00@20.00 | 18.00@21.00 | 19.00@21.00 | 18.00@22.00 |
| LAMB (46-55 lbs.): | | | | |
| Choice | 23.00@24.00 | 23.00@25.00 | 24.00@26.00 | 24.00@26.00 |
| Good | 22.00@23.00 | 22.00@24.00 | 23.00@25.00 | 23.00@25.00 |
| MUTTON (Ewe) 70 lbs. down: | | | | |
| Good | 10.00@12.00 | 11.00@13.00 | 10.50@12.00 | 12.00@13.00 |
| Medium | 8.00@10.00 | 9.00@11.00 | 9.00@10.00 | 10.00@11.00 |
| Common | 7.00@8.00 | 8.00@9.00 | 8.00@9.00 | 8.00@10.00 |
| Fresh Pork Cuts: | | | | |
| LOINS: | | | | |
| 8-10 lbs. av. | 28.00@30.00 | 30.00@32.00 | 28.00@30.00 | 29.00@32.00 |
| 10-12 lbs. av. | 26.00@28.00 | 30.00@31.00 | 27.00@29.00 | 28.00@31.00 |
| 12-15 lbs. av. | 22.00@24.00 | 26.50@28.50 | 24.00@26.00 | 24.00@27.00 |
| 16-22 lbs. av. | 18.00@21.00 | 21.00@23.00 | 20.00@22.00 | 20.00@22.00 |
| SHOULDERS N. Y. Style, Skinned: | | | | |
| 8-12 lbs. av. | 17.00@18.00 | | 18.00@21.00 | 18.00@20.00 |
| PICNICS: | | | | |
| 6-8 lbs. av. | | 17.00@18.00 | | 17.00@18.00 |
| BUTTS Boston Style: | | | | |
| 4-8 lbs. av. | 22.50@23.50 | | 20.00@24.00 | 23.00@25.00 |
| SPARE RIBS: | | | | |
| Half Sheets | 13.00@14.00 | | | |
| TRIMMINGS: | | | | |
| Regular | 11.50@12.00 | | | |
| Lean | 19.50@20.00 | | | |

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Hide and Skin Markets

Chicago.

PACKER HIDES—The market is closely sold up, trading on a broad scale the week previous having cleaned up practically everything in packers' hands, with the exception of light native cows and a few cars of extreme native steers.

An early sale of steers confirmed during the week was one car of ex. light Texas at 17½c, f. o. b. Chicago, August and September takeoff, a full cent up from last week. Bids of 17½c have been declined for a few cars of extreme native steers; asking 18c for straight August.

Later in the week one packer moved 4 cars of native steers at 19½c, one car each of heavy Texas and butt branded at 19c and 6 cars of Colorados at 16c, August and September takeoff.

Another packer reports the sale of ex. light native steers at 17½c, August and September delivery.

Demand is very good for steers and steady prices are being bid for all descriptions. Holders are offering very sparingly and asking a premium over last trading in most directions.

Last sales of spready native steers were at 21c and this price is now asked. One packer is credited with selling ex. light native steers at 17½c, but this transaction was not confirmed by the seller.

Fairly active under cover trading is going on as is not unusual in an active market.

Several lots of South American frigorifico steers, totaling in excess of 43,000 hides, sold at 19½c, c. a. f. New York American funds.

Two packers sold 19,000 branded cows during the week, August and September takeoff, at 16½c, Chicago basis. One-half cent higher is now being asked in some directions.

Another packer is rumored to have sold light native cows and branded cows, totaling 6,000 hides, August and September takeoff, at 17½c for light and 16½c for branded. This not confirmed. Another packer sold one car of light native cows, August takeoff, at 17½c Chicago basis.

Reports are that another car of light native cows sold at outside points at 17½c; this not confirmed.

Later in the week one sale of light native cows was made at 17½c, August and September takeoff.

SMALL PACKER HIDES—All small packer hides prior to September have been cleaned up. Trading in September hides opened the latter part of last week when a Chicago killer moved September production of about 7,000 hides at 17½c for all weight native steers and cows and 16½c for branded.

Later one killer sold his September production of all weight native steers and cows at 17½c, and 16½c for branded, f.o.b. plant. Local killers, however, are not inclined to accept these prices and are asking ½c higher, due to firmness and closely sold-up position in big packer hide market.

HIDE TRIMMINGS—Big packer hide trimmings nominal, \$36.00 per ton, Chicago basis; small packer trimmings around \$33.00.

COUNTRY HIDES—Market firm and active in sympathy with packer hides. Sales of all weights have been made at 13½c, selected, delivered, with some asking 14c. Heavy cows and steers, are still slow at 12@12½c. Sales of buffs have been made at 13½c, with 14c quite generally asked. All weight branded priced around 11½c, less Chicago freight.

CALFSKINS—The packer calfskin market is strong and tending higher. Last sales of August calf this week were at 24½c for Northerns and ½c less for Southern, or 1c over last week.

First-salted Chicago city calf nominally around 23c and 23½c talked; mixed cities and countries nominally 21@22c; straight countries 18½@19c.

KIPSKINS—The market on kips is reported about cleaned up. One large packer who is holding his August production is asking 22c natives and 20½c for overweight, and the market is quoted nominally on this basis.

First-salted Chicago city kips are quoted nominally at 20½c, last trading price.

Packer regular slunks last sold at \$1.40; hairless, 30@40c.

HORSEHIDES—Little activity in this market with prices about unchanged. Choice city renderers \$5.50@6.00 asked; mixed lots, \$4.75@5.25.

SHEEPSKINS—Dry pelts are lightish and quoted at 20@21c lb. Packer shearlings were firm at \$1.17½ last paid.

PIGSKINS—No. 1 pigskin strips nom. 6½@7c. Gelatine stocks last sold at 5½c for fresh frozen; green salted, 5c asked.

New York.

PACKER HIDES—August production has been cleaned up in this market, and no trading in the current month has been reported to date. Last sales of August native steers were two cars at 19½c.

COUNTRY HIDES—The market is firm, but trading is restricted because of a lack of offerings, killers apparently having few hides on hand.

CALFSKINS—The market is very strong. No sales have been reported, but it is understood there has been considerable confidential trading. Higher prices are being asked on the strength of green skins which advanced 2c lb. this week.

New York Hide Exchange Futures.

Saturday, Sept. 7, 1929.—Sept. 17.00 @17.35; Oct. 17.50 n; Nov. 18.00 n; Dec. 18.70 sales; Jan. 18.75@18.85; Feb. 18.85 n; Mar. 18.95 n; Apr. 19.05 n; May 19.25 n; June 19.30 n; July 19.30 n; Aug. 19.30 n.

Monday, Sept. 9, 1929.—Sept. 17.25 b; Oct. 17.50; Nov. 18.00; Dec. 18.70; Jan. 18.75@18.90; Feb. 18.80; Mar. 18.85; Apr. 18.95; May 19.30@19.32; June 19.30; July 19.30; Aug. 19.30. Sale 20 lots.

Tuesday, Sept. 10, 1929.—Sept. 17.25 n; Oct. 17.50 n; Nov. 18.00 n; Dec. 18.62 sales; Jan. 18.65@18.76; Feb. 18.65 n; Mar. 18.70 n; May 19.15@19.30; June 18.50; July 19.15 n; Aug. 19.15 n. Sales 6 lots.

Wednesday, Sept. 11, 1929.—Sept.

17.00 n; Oct. 17.50 n; Nov. 18.00 n; Dec. 18.50@18.60; Jan. 18.60@18.70; Feb. 18.70 n; Mar. 18.80 n; Apr. 18.90 n; May 19.10@19.15; June 19.10 n; July 19.10 n; Aug. 19.10 n. Sales 3 lots.

Thursday, Sept. 12, 1929.—Sept. 16.75 b; Oct. 17.00 b; Nov. 17.65 n; Dec. 18.30@18.45; Jan. 18.40@18.50; Feb. 18.50 n; Mar. 18.60 n; Apr. 18.75 n; May 19.00@19.10; June 19.00 n; July 19.00 n; Aug. 19.00 n. Sales 22 lots.

Friday, Sept. 13, 1929.—Sept. 17.00 b; Oct. 17.50 n; Nov. 18.00 n; Dec. 18.50 b; Jan. 18.50 b; Feb. 18.55 n; Mar. 18.60 n; Apr. 18.80 n; May 19.00 b; June 19.00 n; July 19.00 n; Aug. 19.00 n. Sales 14 lots.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended September 7, 1929, were 3,874,000 lbs.; previous week, 3,567,000 lbs.; same week last year, 3,467,000 lbs.; from January 1 to September 7 this year, 138,109,000 lbs.; same period a year ago, 144,160,000 lbs.

Shipments of hides from Chicago for the week ended September 7, 1929, were 2,953,000 lbs.; previous week, 3,960,000 lbs.; same week last year, 3,611,000 lbs.; from January 1 to September 7 this year, 149,647,000 lbs.; same period a year ago, 156,195,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotation on hides at Chicago for the week ended September 13, 1929, with comparisons, are reported as follows:

| PACKER HIDES. | | | |
|------------------------|----------------------------|-------------|------------------|
| | Week ended Sept. 13, 1929. | Prev. week. | Cor. week, 1928. |
| Spr. nat. str. | @21n | @21n | 26½@27n |
| Hvy. nat. str. | @19½ | @19½ | @24½ |
| Hvy. Tex. str. | @19 | @19 | @23½ |
| Hvy. butt brand'd str. | @19 | @19 | @23½ |
| Hvy. Col. str. | @18 | @18 | @22½ |
| Ex-light Tex. str. | @17½ | @16½ | @22 |
| Brand'd cows. | @16½ | @16½ | @22½ |
| Hvy. nat. cows | @19 | @19 | @24½ |
| La. nat. cows | @17½ | @17½ | 23 @23½ |
| Nat. bulls | 12½@13 | 12½@13 | @16½ |
| Brand'd bulls | 11½@12 | 11½@12 | 15 @15½ |
| Calfskins | @24½ | 24 @24½ | @20 |
| Kips, nat. | @20½ | @22 | @27½ |
| Kips, ov-wt. | @22½ | @20½ | @26½ |
| Kips, brand'd. | @18½ | @18½ | @25 |
| Slunks, reg. | @1.40n | @1.40 | 1.70@1.75 |
| Slunks, hris. | 30 @40n | 30 @40 | 65 @70n |

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

| CITY AND SMALL PACKERS. | | | |
|-------------------------|---------|----------|-----------|
| Nat. all-wts. | 17½@17½ | @17½ | @23 |
| Branded | 16½@16½ | @16½ | @22 |
| Nat. bulls | 12½@12½ | @12½ | @16 |
| Brand'd bulls | @11 | @11 | @15 |
| Calfskins | @24½ | 22 @22½n | @27½n |
| Kips | @20½ | 19½ @20½ | 20 @20½ax |
| Slunks, reg. | @1.40n | @1.20 | @1.60 |
| Slunks, hris. | 30 @40n | 20 @30n | @1.00 |

| COUNTRY HIDES. | | | |
|----------------|------------|-----------|-----------|
| Hvy. str. | 12 @12½ | @12½ax | @18ax |
| Hvy. cows | 12 @12½ | @12½ax | @18ax |
| Butts | 13½@14 | 13½@14 | 19½@19½ |
| Extremes | 16 @16½ | 16 @16½ | 21½@22 |
| Bulls | 9 @9½ | 9½@10 | 14 @14½ax |
| Calfskins | 18 @18½n | 18 @18½ | 22 @23 |
| Kips | @17½ | @17n | 22 @22½ |
| Light calf | 1.10@1.20 | 1.10@1.20 | 1.50@1.60 |
| Deacons | 1.10@1.20 | 1.10@1.20 | 1.50@1.60 |
| Slunks, reg. | 50 @60n | 50 @60 | 75 @90 |
| Slunks, hris. | @10n | @10n | 25 @30 |
| Horsehides | 4.75@6.00n | 4.75@6.00 | 6.00@7.50 |
| Hogskins | .05 @70 | 65 @70 | 75 @85 |

| SHEETSKINS. | | | |
|----------------|------------|------------|--------|
| Pkr. lambs | @2.25 cwt. | @2.25 cwt. | ..... |
| Smil. pkr. | @2.15 cwt. | @2.15 cwt. | ..... |
| Lambs | @1.17½ | 1.06@1.17½ | @1.55 |
| Pkr. shearings | @21 | 20 @21 | 26 @28 |
| Dry pelts | 20 @21 | 20 @21 | 26 @28 |

Do you know how to build your hide pack to avoid shrinkage and keep your hides in No. 1 condition? Ask the "Packer's Encyclopedia."

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 12, 1929.

CATTLE—Compared with a week ago: Long yearlings and medium weight and weighty fed steers, generally 50c higher, or 50c@1.00 over low time Monday; heavy steers up most, medium to good grades scoring largest upturn, light yearlings strong to 25c higher, less active than weighty bullocks; general she stock market, 25c higher, with some instances of 50c advance on medium weight and weighty butcher heifers; some cows, 50c higher than low time Monday; bulls, 15@25c higher; vealers, strong; extreme top fed steers, \$17.00, yearlings \$16.75; heifer yearlings, \$14.00; mixed yearlings, \$15.50, no strictly choice light heifer yearlings offered; most grain fed steers at close, \$13.75@16.00; best western grassers during week, \$12.60, bulk to killers, \$10.00@11.50; bulk grass fat cows, \$7.25@8.75, few odd lots well conditioned western cows, \$10.00 to \$10.50; heavy grass heifers, up to \$12.00, bulk, \$8.75@10.75. Approximately 9,000 head westerns arrived this week in addition to liberal supply south-western steers which went mostly on killer account at \$11.15, and in some cases, down to \$9.00.

HOGS—The drastic price break was the outstanding feature of the week's hog trade; continued liberal receipts of light hogs and absence of shipping demand factors largely responsible for decline; current quotations 75c@1.00 lower on hogs scaling under 240 lbs., heavier weights mostly 35@50c lower. Packing sows, 15@25c lower; today's top, \$10.40, a new low level for September since 1924; today's bulk of good to choice 170- to 240-lb. weights, \$10.00

@10.40; 250- to 300-lb. averages, \$9.50 @10.00; 140- to 160-lb. weights, \$9.25@9.75; pigs, \$8.25@9.25; packing sows, \$8.25@9.00.

SHEEP—Limited volume of slaughter lambs a strengthening factor in late trade. Compared with a week ago: Fat lambs, 25@50c higher; fat ewes, steady. Today's bulk: Fat native and range lambs, \$13.25@13.50; top, \$13.75; good to choice range yearlings, \$9.50@10.50; fat ewes, \$4.00@5.25.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Sept. 12, 1929.

CATTLE—Increased supplies at the local market was responsible for a weaker undertone on most classes of beef steers and yearlings, and the bulk of the offerings selling above \$10.00 are closing at mostly 25c lower levels. Lower-priced arrivals met a fairly good demand and are selling at steady to 25c higher prices as compared with last Thursday. Best fed steers and yearlings scored \$15.25 for the week's top, while the bulk of the fed natives cleared from \$12.50@14.75. Most wintered and fed westerns ranged from \$11.00@12.50, while straight grassers brought \$7.75@10.50. All classes of she stock closed at steady to 25c lower rates, with spots 50c off on grass fat heifers. Bulls held steady, and vealers are unchanged, with the late top at \$14.50.

HOGS—Sharply lower prices were effected in the hog market, with all grades and weights sharing the decline. On the close, however, some reaction was in evidence, especially on medium weight and heavy butchers. Final prices are 50@65c lower on offerings scaling above 240 lbs., while the lighter weights

are 75@85c under a week ago. The late top rested at \$10.10 on choice 190- to 220-lb. weights. Choice 250-lb. butchers reached \$9.90, and best 300-lb. weights went at \$9.50. Packing grades are 50c lower on sales at \$8.35 and downward.

SHEEP—Some strength was noted in the fat lamb trade toward the close, and prices are strong to 25c higher than a week ago. Choice Utah range lambs scored \$13.35 on Thursday for the week's top. While most of the rangers cleared from \$12.65@13.15. Best natives went at \$12.75, with the bulk at \$11.50@12.25. Matured classes are 15 @25c higher, with the late top on fat ewes at \$5.25.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Sept. 12, 1929.

CATTLE—Only minor price changes are in evidence in the market for fed steers and yearlings, light steers and yearlings holding generally steady, while others are moderately uneven and quoted weak to 25c lower for the period. The top for the period, \$16.25, was paid for steers averaging 1,120 lbs., while bulk of fed steers and yearlings that were off grades sold at \$12.75@14.75; several loads, \$15.00@15.50. Killing she stock was steady to 25c higher; fed heifers, \$12.50@13.90; small lots, \$14.00 @14.25; bulk grass cows, \$7.00@8.50; a few loads, \$9.00@10.00; cutter grades, \$5.50@6.50. Bulls are steady; medium bulls, \$7.00@8.25. Veals are strong to 50c higher; the top rested at \$15.50.

HOGS—Bearish influences have governed in the market for hogs and trend to prices throughout the period has been downward, with comparisons Thursday with Thursday uncovering a loss of 50@75c, with light lights as much as \$1.00 lower. Thursday's top held at \$10.05. Packing sows, \$8.00@8.35; heavy sows, downward to \$7.50; stags, \$7.50@8.25.

SHEEP—Receipts figures totaling approximately 100,000 head for the first four days of the current week consisted of less than 30 per cent suitable for slaughter, and the lamb market followed an irregular course, breaking on Monday but showing strength on other days. Comparisons Thursday with Thursday show values strong to 25c higher. Matured sheep have held steady. Thursday's bulk slaughter range: Lambs, \$12.90@13.25; natives, \$12.50@12.75; fed clipped lambs, \$12.60; slaughter ewes, \$4.00@5.25.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Sept. 12, 1929.

CATTLE—Features of the week were the slump in steer prices, the large run of Western grass cattle and the recuperation of prices on most she stuff after a decline early in the week. Compared with one week ago: Desirable lightweight and yearling steers sold steady to 25c lower; all other native steers, 50c lower; Western steers, 25 @50c lower; fat heifers and cows, steady; grass heifers, 25c lower; low

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cutters, 15@25c higher; bulls, strong; vealers, 50c higher. Tops for week: 927-lb. yearlings, \$15.50; 1,135-lb. matured steers, \$15.00; 704- and 733-lb. heifers and 729-lb. mixed yearlings, \$14.40; Kansas and Oklahoma grass steers, \$10.85.

HOGS—Hog prices have declined almost daily until mid-week when some reaction toward higher levels occurred. Downturns for the period register, 50c @ \$1.00 with lights off most. Today's top \$10.40; bulk 170- to 220-lb., \$10.25 @ 10.35; packing sows, mostly \$8.25.

SHEEP—Fat lambs are closing 25@50c higher than a week ago, with throwouts and sheep steady. Top lambs to packers today, \$13.00; bulk, \$12.50@13.00; throwouts, \$8.00; fat ewes, \$4.00@5.00.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Sept. 12, 1929.

CATTLE—Beef steers and yearlings ruled unevenly 10@35c lower; choice long yearlings topped at \$16.25, several loads brought \$16.00@16.15. Medium weight beefs reached \$15.75, and most grain feds cashed at \$13.00@15.25. Fat she stock ruled strong to 25c higher, odd lots of choice heifers scored \$15.00, and grass beef cows bulked at \$7.00@8.00. Vealers finished strong to 50c higher, and selects scored \$15.00. Medium bulls advanced fully 25c and bulked late at \$7.75@8.50.

HOGS—Values slumped sharply and stood 75c@1.00 lower than a week ago, with the late top at \$9.80, while desirable 190- to 240-lb. butchers cashed

mainly at \$9.50@9.75. Most 250- to 300-lb. weights turned at \$9.25@9.50, and extreme heavies dropped down to \$8.75. Packing sows, \$8.00@8.50.

SHEEP—Fat lambs scored 15@25c gains, and slaughter sheep held about steady. Better grade killing lambs turned mainly at \$13.00@13.25, latter price being the top. Fat ewes sold at \$5.00 down.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., Sept. 11, 1929.

CATTLE—Sharply curtailed receipts locally, together with an increased feeder inquiry, resulted in an uneven 25@50c advance on slaughter cattle. Choice mediumweights reached \$14.75; some few yearlings, \$14.50; bulk grain feds, \$12.00@13.50; most grass steers, \$8.50@10.50; two cars outstanding rangers, \$12.00 and \$12.50. She stock sold to \$9.50@9.75 on cows; bulk all cows, \$7.00@8.25; heifers \$8.00@9.50. Cutters advanced to a \$5.50@6.50 bulk on all grades; bulls, \$7.75@8.25. Vealers sold mostly at \$16.50@17.00.

HOGS—Increasing supplies of new crop hogs, made for another 75c break on hogs, putting desirable 160- to 220-lb. averages to \$9.75, or at the low point since February. Medium and heavy butchers are salable at \$8.75@9.50; packing sows, \$7.75@8.00; light lights, \$9.00@9.50; pigs, \$9.00.

A 25c break on lambs found medium to choice natives turning at \$11.50@12.50; heavies, \$10.00; common lambs, \$8.50. Ewes are unchanged at \$4.00@5.00.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week Sept. 7, 1929, with comparisons:

| At 20 markets: | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|
| Week ended Sept. 7..... | 248,000 | 483,000 | 405,000 |
| Previous week | 248,000 | 562,000 | 412,000 |
| 1928 | 254,000 | 386,000 | 385,000 |
| 1927 | 244,000 | 400,000 | 415,000 |
| 1926 | 338,000 | 469,000 | 385,000 |
| 1925 | 319,000 | 475,000 | 350,000 |

| At 11 markets: | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|-------|--------|
| Week ended Sept. 7..... | 413,000 | | |
| Previous week | 490,000 | | |
| 1928 | 343,000 | | |
| 1927 | 350,000 | | |
| 1926 | 410,000 | | |
| 1925 | 419,000 | | |

| At 7 markets: | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|
| Week ended Sept. 7..... | 191,000 | 337,000 | 317,000 |
| Previous week | 193,000 | 405,000 | 317,000 |
| 1928 | 196,000 | 289,000 | 309,000 |
| 1927 | 187,000 | 283,000 | 315,000 |
| 1926 | 280,000 | 331,000 | 309,000 |
| 1925 | 254,000 | 339,000 | 270,000 |

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, Sept. 6, 1929:

| | Wk. ended Sept. 6. | Prev. week, 1928. | Cor. wk., 1928. |
|------------------------|--------------------|-------------------|-----------------|
| Chicago | 106,554 | 115,300 | 62,137 |
| Kansas City, Kan. | 35,835 | 38,967 | 30,742 |
| Omaha | 27,265 | 30,460 | 19,865 |
| *St. Louis | 49,247 | 57,318 | 36,217 |
| Sioux City | 15,537 | 20,938 | 12,122 |
| St. Paul | 27,119 | 24,905 | 12,963 |
| St. Joseph, Mo. | 19,500 | 20,847 | 12,644 |
| Indianapolis | 13,120 | 12,571 | 8,603 |
| New York City | 25,723 | 27,708 | 22,462 |

*Includes East St. Louis, Ill.

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RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 7, 1929.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|-------|--------|
| Chicago | 200 | 5,000 | 1,000 |
| Kansas City | 800 | 1,200 | |
| Omaha | 900 | 3,500 | 2,300 |
| St. Louis | 500 | 4,500 | 100 |
| St. Joseph | 50 | 3,000 | |
| Sioux City | 300 | 1,500 | 400 |
| St. Paul | 2,100 | 500 | 700 |
| Oklahoma City | 200 | 300 | |
| Fort Worth | 100 | 500 | 1,000 |
| Milwaukee | | 300 | |
| Denver | 60 | 75 | 3,620 |
| Louisville | 100 | 300 | 500 |
| Wichita | 300 | 500 | 200 |
| Indianapolis | 100 | 2,500 | 300 |
| Pittsburgh | 100 | 1,000 | 600 |
| Cincinnati | 300 | 1,500 | 200 |
| Buffalo | 100 | 600 | 500 |
| Cleveland | 200 | 800 | 600 |
| Nashville | 100 | 400 | 500 |
| Toronto | 300 | 500 | 200 |

MONDAY, SEPTEMBER 9, 1929.

| | | | |
|---------------|--------|--------|--------|
| Chicago | 28,000 | 40,000 | 34,000 |
| Kansas City | 20,000 | 12,000 | 8,000 |
| Omaha | 12,000 | 4,500 | 36,000 |
| St. Louis | 11,000 | 15,000 | 3,500 |
| St. Joseph | 7,000 | 4,000 | 4,000 |
| Sioux City | 9,000 | 2,500 | 8,000 |
| St. Paul | 9,000 | 7,000 | 10,500 |
| Oklahoma City | 1,000 | 600 | |
| Fort Worth | 3,000 | 500 | 1,000 |
| Milwaukee | 300 | 800 | 100 |
| Denver | 3,000 | 1,500 | 17,500 |
| Louisville | 200 | 1,000 | 1,600 |
| Wichita | 2,300 | 2,500 | 400 |
| Indianapolis | 800 | 6,000 | 1,000 |
| Pittsburgh | 1,100 | 7,000 | 6,600 |
| Cincinnati | 3,100 | 4,000 | 800 |
| Buffalo | 2,000 | 12,800 | 7,200 |
| Cleveland | 700 | 3,200 | 2,000 |
| Nashville | 400 | 1,800 | 600 |
| Toronto | 5,100 | 300 | 3,800 |

TUESDAY, SEPTEMBER 10, 1929.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 7,000 | 21,000 | 20,000 |
| Kansas City | 12,000 | 6,000 | 5,000 |
| Omaha | 5,500 | 6,000 | 33,000 |
| St. Louis | 8,500 | 15,000 | 3,000 |
| St. Joseph | 2,800 | 6,000 | 5,000 |
| Sioux City | 2,500 | 3,000 | 6,000 |
| St. Paul | 1,700 | 4,000 | 6,000 |
| Oklahoma City | 500 | 700 | 100 |
| Fort Worth | 1,700 | 500 | 1,500 |
| Milwaukee | 600 | 1,600 | 500 |
| Denver | 600 | 900 | 10,500 |
| Louisville | 100 | 800 | 1,000 |
| Wichita | 800 | 300 | 2,500 |
| Indianapolis | 1,500 | 8,500 | 1,500 |
| Pittsburgh | 400 | 1,500 | 500 |
| Cincinnati | 400 | 3,800 | 1,200 |
| Buffalo | 100 | 500 | 500 |
| Cleveland | 100 | 1,500 | 1,400 |
| Nashville | 100 | 600 | 500 |
| Toronto | 2,000 | 800 | 1,500 |

WEDNESDAY, SEPTEMBER 11, 1929.

| | | | |
|---------------|--------|--------|--------|
| Chicago | 10,000 | 22,000 | 27,000 |
| Kansas City | 8,000 | 9,000 | 7,000 |
| Omaha | 6,500 | 10,000 | 16,000 |
| St. Louis | 5,000 | 10,000 | 2,500 |
| St. Joseph | 2,000 | 7,000 | 8,000 |
| Sioux City | 3,200 | 6,000 | 1,500 |
| St. Paul | 2,300 | 8,000 | 4,000 |
| Oklahoma City | 1,000 | 700 | 100 |
| Fort Worth | 2,000 | 800 | 1,200 |
| Milwaukee | 500 | 1,500 | 700 |
| Denver | 700 | 1,100 | 3,300 |
| Louisville | 100 | 700 | 500 |
| Wichita | 600 | 2,800 | 400 |
| Indianapolis | 1,000 | 7,500 | 1,000 |
| Pittsburgh | 100 | 2,000 | 800 |
| Cincinnati | 300 | 3,500 | 1,600 |
| Buffalo | 400 | 1,500 | 600 |
| Cleveland | 400 | 2,000 | 1,200 |
| Nashville | 100 | 600 | 400 |
| Toronto | 800 | 1,300 | 1,200 |

THURSDAY, SEPTEMBER 12, 1929.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 8,000 | 20,000 | 20,000 |
| Kansas City | 3,500 | 6,000 | 7,500 |
| Omaha | 3,200 | 7,500 | 15,000 |
| St. Louis | 2,300 | 14,500 | 2,500 |
| St. Joseph | 2,000 | 5,000 | 7,000 |
| Sioux City | 2,500 | 6,000 | 2,000 |
| St. Paul | 2,500 | 6,000 | 4,000 |
| Oklahoma City | 600 | 1,200 | 100 |
| Fort Worth | 2,000 | 1,500 | 500 |
| Milwaukee | 500 | 2,500 | 600 |
| Denver | 300 | 1,900 | 7,000 |
| Louisville | 200 | 1,000 | 800 |
| Wichita | 300 | 2,000 | 300 |
| Indianapolis | 800 | 5,000 | 1,000 |
| Pittsburgh | 100 | 3,500 | 1,000 |
| Cincinnati | 800 | 4,200 | 1,700 |
| Buffalo | 300 | 2,200 | 900 |
| Cleveland | 300 | 2,300 | 1,700 |
| Nashville | 200 | 1,200 | 500 |
| Toronto | 600 | 1,500 | 900 |

FRIDAY, SEPTEMBER 13, 1929.

| | | | |
|---------------|-------|--------|--------|
| Chicago | 2,000 | 15,000 | 16,000 |
| Kansas City | 1,000 | 5,000 | 4,000 |
| Omaha | 400 | 6,000 | 11,000 |
| St. Louis | 600 | 3,000 | 8,000 |
| St. Joseph | 600 | 3,000 | 8,000 |
| Sioux City | 1,000 | 5,500 | 2,000 |
| St. Paul | 3,000 | 6,000 | 3,000 |
| Oklahoma City | 400 | 1,000 | 100 |
| Fort Worth | 1,800 | 900 | 1,000 |
| Denver | 900 | 6,800 | 8,000 |
| Wichita | 200 | 1,600 | 100 |
| Indianapolis | 400 | 4,000 | 800 |
| Pittsburgh | 200 | 2,000 | 1,200 |
| Cincinnati | 500 | 3,500 | 1,200 |
| Buffalo | 300 | 3,900 | 2,800 |
| Cleveland | 300 | 1,400 | 1,200 |

SLAUGHTER REPORTS

Special reports to The National Provisioner showing the number of livestock slaughtered at 15 centers for the week ended Sept. 7, 1929, with comparisons:

CATTLE.

| | Week ended Sept. 7, 1929. | Prev. week. | Cor. week. |
|------------------------|---------------------------|-------------|------------|
| Chicago | 25,379 | 27,558 | 21,410 |
| Kansas City | 25,351 | 22,476 | 20,959 |
| Omaha | 17,521 | 18,683 | 14,459 |
| St. Louis | 13,237 | 14,808 | 16,196 |
| St. Joseph | 8,068 | 10,264 | 10,264 |
| Sioux City | 7,777 | 6,132 | 2,308 |
| Fort Worth | 7,331 | 6,065 | 7,334 |
| Philadelphia | 1,518 | 1,435 | 1,699 |
| Indianapolis | 1,968 | 2,049 | 1,232 |
| Boston | 1,100 | 1,303 | 1,240 |
| New York & Jersey City | 8,840 | 8,655 | 9,057 |
| Oklahoma City | 6,483 | 7,496 | 6,949 |
| Cincinnati | 3,456 | 2,990 | 3,914 |
| Denver | 1,459 | 2,665 | 2,581 |
| Total | 114,159 | 125,518 | 124,334 |

HOGS.

| | | | |
|------------------------|---------|---------|---------|
| Chicago | 109,554 | 115,390 | 62,137 |
| Kansas City | 24,231 | 25,478 | 17,505 |
| Omaha | 25,484 | 29,993 | 19,669 |
| St. Louis | 31,216 | 29,405 | 15,679 |
| St. Joseph | 19,913 | 11,468 | 12,029 |
| Sioux City | 6,220 | 5,443 | 3,255 |
| Wichita | 5,687 | 5,691 | 4,763 |
| Philadelphia | 13,512 | 12,099 | 12,302 |
| Indianapolis | 11,303 | 13,453 | 6,528 |
| Boston | 9,204 | 9,803 | 7,735 |
| New York & Jersey City | 36,482 | 42,373 | 34,137 |
| Oklahoma City | 4,989 | 7,881 | 5,760 |
| Cincinnati | 14,617 | 16,679 | 13,336 |
| Denver | 4,523 | 7,443 | 5,387 |
| Total | 293,888 | 341,102 | 233,729 |

SHEEP.

| | | | |
|------------------------|---------|---------|---------|
| Chicago | 60,550 | 59,725 | 60,796 |
| Kansas City | 21,007 | 16,328 | 22,740 |
| Omaha | 31,241 | 33,899 | 37,442 |
| St. Louis | 11,600 | 11,002 | 10,300 |
| St. Joseph | 20,805 | 15,858 | 15,858 |
| Sioux City | 939 | 721 | 1,263 |
| Wichita | 3,678 | 5,310 | 1,489 |
| Fort Worth | 5,646 | 7,425 | 6,250 |
| Philadelphia | 1,283 | 1,494 | 808 |
| Indianapolis | 6,587 | 7,227 | 5,413 |
| Boston | 90,402 | 66,950 | 59,734 |
| New York & Jersey City | 268 | 431 | 105 |
| Oklahoma City | 1,943 | 2,505 | 1,809 |
| Cincinnati | 4,145 | 6,352 | 4,002 |
| Denver | | | |
| Total | 200,310 | 240,264 | 235,363 |

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Sept. 12, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

| Hogs (Soft or oily hogs and roasting pigs excluded): | CHICAGO. | E. ST. LOUIS. | OMAHA. | KANS. CITY. | ST. PAUL. |
|--|--------------|---------------|--------------|--------------|--------------|
| Hvy. wt. (250-350 lbs.) med.-ch. | 9.00@10.15 | 9.25@10.00 | 8.50@9.75 | 8.85@9.90 | 8.00@9.50 |
| Med. wt. (200-250 lbs.) med.-ch. | 8.50@10.40 | 9.75@10.35 | 9.25@10.65 | 9.45@10.10 | 8.25@9.75 |
| Lt. wt. (150-200 lbs.) com.-ch. | 9.25@10.40 | 9.70@10.40 | 9.00@10.40 | 9.40@10.10 | 9.25@9.75 |
| Lt. lt. (130-160 lbs.) com.-ch. | 8.40@10.10 | 9.00@10.25 | 8.50@9.50 | 8.75@9.80 | 9.25@9.75 |
| Packing sows, smooth and rough. | 7.75@9.10 | 8.10@8.50 | 7.50@8.35 | 7.25@8.50 | 7.50@8.25 |
| Sitr. pigs (130 lbs. down) med.-ch. | 8.00@9.50 | 8.00@9.50 | 8.50@9.50 | 8.50@9.50 | 8.75@9.25 |
| Av. cost & wt. Wed. (pigs excl.) | 9.62-255 lb. | 9.80-209 lb. | 8.99-209 lb. | 9.33-230 lb. | 9.10-230 lb. |
| Slaughter Cattle and Calves: | | | | | |
| STEERS (1,500 LBS. UP): | | | | | |
| Good-ch | 13.00@17.00 | | | | |
| STEERS (1,300-1,500 LBS.): | | | | | |
| Choice | 15.75@17.00 | 15.00@16.00 | 14.50@16.00 | 14.25@16.00 | 14.50@16.35 |
| Good | 13.25@16.00 | 12.50@15.00 | 12.50@14.50 | 12.00@14.25 | 13.00@14.50 |
| STEERS (1,100-1,300 LBS.): | | | | | |
| Choice | 15.75@17.00 | 15.00@16.25 | 14.50@16.25 | 14.25@16.00 | 14.75@16.50 |
| Good | 13.25@16.00 | 12.75@15.00 | 12.50@14.50 | 12.00@14.50 | 14.50@16.50 |
| STEERS (950-1,100 LBS.): | | | | | |
| Choice | 15.75@17.00 | 15.25@16.50 | 14.75@16.25 | 14.50@16.00 | 14.75@16.25 |
| Good | 13.25@16.00 | 13.00@15.25 | 12.50@14.75 | 12.00@14.50 | 13.00@14.00 |
| STEERS (800 LBS. UP): | | | | | |
| Medium | 10.75@13.25 | 8.50@13.00 | 10.25@12.50 | 9.25@12.00 | 10.25@13.00 |
| Common | 8.50@11.00 | 7.00@8.50 | 7.50@10.25 | 7.25@9.25 | 7.75@10.25 |
| STEERS (FED CALVES AND YEARLINGS (750-950 LBS.): | | | | | |
| Choice | 15.25@16.50 | 14.75@16.25 | 14.75@16.00 | 14.25@15.75 | 14.00@15.50 |
| Good | 13.25@15.50 | 13.25@14.75 | 12.75@14.75 | 12.00@14.50 | 12.75@14.00 |
| HEIFERS (850 LBS. DOWN): | | | | | |
| Choice | 14.50@15.25 | 14.50@15.00 | 13.25@14.50 | 13.50@14.75 | 13.50@14.50 |
| Good | 13.00@14.50 | 13.00@14.50 | 12.50@13.25 | 11.00@13.75 | 12.00@13.50 |
| Common-med. | 7.75@13.00 | 7.50@13.00 | 7.50@12.00 | 7.25@11.25 | 7.50@12.00 |
| HEIFERS (850 LBS. UP): | | | | | |
| Choice | 11.75@15.00 | 11.75@14.50 | 11.50@14.25 | 11.50@14.25 | 12.00@14.75 |
| Good | 10.00@14.50 | 10.50@13.50 | 10.00@13.25 | 9.50@13.50 | 10.50@13.00 |
| Medium | 8.25@13.25 | 8.50@12.25 | 8.00@12.00 | 7.75@11.00 | 8.50@11.25 |
| COWS: | | | | | |
| Choice | 11.00@11.75 | 9.75@10.75 | 10.00@11.50 | 9.50@10.75 | 10.00@11.75 |
| Good | 8.75@11.00 | 8.50@9.75 | 8.00@10.00 | 7.50@9.50 | 8.35@9.75 |
| Common-med. | 6.75@8.75 | 6.75@8.50 | 6.50@8.00 | 6.25@7.50 | 6.75@8.35 |
| Low cutter and cutter | 5.25@6.75 | 4.75@6.75 | 5.25@6.50 | 4.75@6.25 | 5.25@6.75 |
| BULLS (YEARLINGS EXC.): | | | | | |
| Beef, good-ch. | 8.90@10.75 | 8.25@9.75 | 8.25@9.75 | 8.25@9.25 | 8.50@9.50 |
| Cutter-med. | 7.00@9.10 | 6.85@8.25 | 6.25@8.25 | 5.75@8.25 | 6.50@8.50 |
| CALVES (500 LBS. DOWN): | | | | | |
| Medium-ch. | 10.00@13.50 | 9.00@12.50 | 9.00@12.50 | 7.50@11.50 | 9.00@12.00 |
| Cull-common | 7.00@10.00 | 6.50@9.00 | 6.00@9.00 | 5.50@7.50 | 7.50@9.00 |
| VEALERS (MILK-FED): | | | | | |
| Good-ch. | 16.00@18.00 | 15.75@17.25 | 13.50@15.50 | 11.50@15.00 | 12.50@17.00 |
| Medium | 12.50@16.00 | 13.25@15.75 | 10.50@13.50 | 9.00@11.50 | 9.00@12.50 |
| Cull-common | 8.00@12.50 | 6.00@13.25 | 7.00@10.50 | 6.00@9.00 | 7.50@9.00 |
| SLAUGHTER SHEEP AND LAMBS: | | | | | |
| Lambs (84 lbs. down) | 12.85@13.85 | 12.25@13.25 | 12.25@13.25 | 12.25@13.35 | 12.25@13.00 |
| Lambs (92 lbs. down) | 10.75@12.85 | 10.25@12.25 | 10.25@12.25 | 10.50@12.25 | 10.50@12.25 |
| Lambs (all weights) | 9.00@10.75 | 8.00@10.25 | 8.75@10.25 | 7.75@10.50 | 8.50@10.50 |
| Yearling wethers (110 lbs. down) medium-choice | 8.00@11.00 | 7.50@10.50 | 7.50@10.25 | 8.25@10.25 | 7.25@9.75 |
| Ewes (120 lbs. down) med.-ch. | 4.25@5.50 | 4.00@5.00 | 4.25@5.25 | 4.00@5.10 | 4.25@5.25 |
| Ewes (120-150 lbs.) med.-ch. | 4.00@5.00 | 4.00@5.00 | 4.00@5.00 | 3.75@5.00 | 4.00@5.00 |
| Ewes (all weights) cull-com. | 2.50@4.25 | 1.50@4.00 | 1.75@4.25 | 1.99@3.75 | 1.50@4.25 |

Sheep.
20,000
7,500
15,000
2,500
7,000
2,000
4,000
100
100
100
600
7,000
800
300
1,000
1,000
1,700
1,700
500
900

16,000
4,000
11,000
8,000
8,000
2,000
3,000
100
1,000
6,800
100
800
1,200
2,800
1,200

Cor.
week,
1928.
21,410
20,959
14,459
16,196
10,264
6,132
2,308
7,534
1,090
1,232
1,240
9,057
6,949
3,914
2,581

124,334
62,137
17,505
19,069
15,079
11,408
12,029
5,255
4,763
12,302
6,528
7,735
34,137
5,769
13,330
5,387

233,729
60,796
22,740
37,442
10,399
15,558
7,164
1,283
1,489
6,250
889
5,413
59,734
1,805
4,002

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 7, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|-----------------------|--|-------------------|--------|
| Armour and Co. | 6,716 | 4,257 | 20,590 |
| Swift & Co. | 6,929 | 4,124 | 23,268 |
| Morris & Co. | 2,754 | 2,486 | 7,114 |
| Wilson & Co. | 4,614 | 5,646 | 9,578 |
| Anglo-Amer. Prov. Co. | 1,020 | 2,187 | ... |
| G. H. Hammond Co. | 2,652 | 1,878 | ... |
| Brennan Packing Co. | 6,027 | hogs; Independent | ... |
| Packing Co., 1,562 | hogs; Boyd, Lunham & Co., | ... | ... |
| 1,602 | hogs; Western Packing & Provision Co., | ... | ... |
| 6,521 | hogs; Agar Pkg. Co., 5,007 | hogs; others, | ... |
| 24,274 | hogs. | ... | ... |
| Totals: | Cattle, 25,379; calves, 5,353; hogs, | ... | ... |
| 65,571; | sheep, 60,550. | ... | ... |

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------|---------|---------|--------|--------|
| Armour and Co. | 3,316 | 1,201 | 5,892 | 4,733 |
| Cudahy Pkg. Co. | 3,981 | 1,195 | 3,993 | 5,042 |
| Fowler Straub Co. | 462 | ... | ... | ... |
| Morris & Co. | 2,030 | 1,090 | 2,141 | 2,814 |
| Swift & Co. | 4,416 | 1,527 | 7,497 | 3,828 |
| Wilson & Co. | 4,445 | 784 | 4,490 | 4,428 |
| Others | 815 | 89 | 610 | 162 |
| Total | 19,465 | 5,886 | 24,233 | 21,007 |

OMAHA.

| | Cattle and calves. | Hogs. | Sheep. |
|--------------------|--------------------|--------|--------|
| Armour and Co. | 4,388 | 6,037 | 6,213 |
| Cudahy Pkg. Co. | 4,811 | 5,872 | 9,104 |
| Dold Pkg. Co. | 1,420 | 5,312 | ... |
| Morris & Co. | 2,147 | 2,490 | 2,993 |
| Enle Pkg. Co. | 4,335 | 4,597 | 8,965 |
| Hoffman Bros. | 30 | ... | ... |
| Mayerowich & Vail | 10 | ... | ... |
| Omaha Pkg. Co. | 35 | ... | ... |
| J. Roth & Sons | 36 | ... | ... |
| So. Omaha Pkg. Co. | 44 | ... | ... |
| Lincoln Pkg. Co. | 143 | ... | ... |
| Nagle Pkg. Co. | 147 | ... | ... |
| Sinclair Pkg. Co. | 181 | ... | ... |
| Wilson & Co. | 308 | ... | ... |
| Others | ... | 13,925 | ... |
| Total | 18,033 | 38,233 | 27,275 |

ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|------------------|---------|---------|--------|--------|
| Armour and Co. | 2,745 | 829 | 6,532 | 3,312 |
| Swift & Co. | 2,869 | 1,392 | 6,756 | 4,340 |
| Morris & Co. | 1,727 | 754 | 2,626 | 1,442 |
| E. Side Pkg. Co. | 1,155 | ... | 2,271 | ... |
| Amer. Pkg. Co. | 441 | ... | 784 | 581 |
| Hell Pkg. Co. | ... | ... | 469 | ... |
| Others | 4,300 | 974 | 1,798 | 1,985 |
| Total | 13,237 | 3,949 | 21,216 | 11,660 |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|--------|--------|
| Swift & Co. | 3,273 | 770 | 9,345 | 11,949 |
| Armour and Co. | 2,368 | 445 | 5,100 | 3,944 |
| Morris & Co. | 2,128 | 326 | 5,012 | 2,701 |
| Others | 2,974 | 395 | 6,571 | 6,250 |
| Total | 10,743 | 1,036 | 20,028 | 24,934 |

SIoux CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 2,328 | 150 | 4,968 | 3,827 |
| Armour and Co. | 2,280 | 176 | 4,900 | 4,651 |
| Swift & Co. | 1,771 | 162 | 2,958 | 3,919 |
| Smith Bros. | 1 | ... | 70 | ... |
| Others | 1,789 | 94 | 8,978 | ... |
| Total | 8,169 | 582 | 21,871 | 12,397 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------|----------------|-------------|-------|--------|
| Morris & Co. | 1,914 | 1,198 | 2,069 | 153 |
| Wilson & Co. | 1,941 | 1,157 | 2,002 | 111 |
| Others | 133 | ... | 654 | 4 |
| Total | 3,988 | 2,355 | 4,989 | 268 |
| Not including 140 | cattle and 264 | hogs bought | ... | ... |
| direct. | ... | ... | ... | ... |

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------|------------------|-------------|-------|--------|
| Cudahy Pkg. Co. | 371 | 396 | 3,546 | 877 |
| Jacob Dold Co. | 347 | 38 | 2,251 | 62 |
| Fred W. Dold Co. | 46 | ... | 423 | ... |
| Wichita D. B. Co. | 33 | ... | ... | ... |
| Dunn-Ostergaard | 74 | ... | ... | ... |
| Keefe-LeSturgeon | 11 | ... | ... | ... |
| Total | 1,082 | 434 | 6,220 | 939 |
| Not including 51 | calves and 7,060 | hogs bought | ... | ... |
| direct. | ... | ... | ... | ... |

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|-------|--------|
| Swift & Co. | 512 | 48 | 1,505 | 1,210 |
| Armour and Co. | 523 | 114 | 1,036 | 3,184 |
| Blayney-Murphy Co. | 252 | 42 | 1,185 | ... |
| Others | 533 | 34 | 1,455 | 140 |
| Total | 1,820 | 238 | 5,186 | 4,534 |

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour and Co. | 2,609 | 2,583 | 9,444 | 5,410 |
| Cudahy Pkg. Co. | 490 | 909 | ... | ... |
| Hertz Bros. | 154 | 53 | ... | ... |
| Swift & Co. | 3,940 | 3,985 | 13,355 | 8,180 |
| United Pkg. Co. | 1,439 | 210 | ... | 22 |
| Others | 804 | ... | 6,908 | ... |
| Total | 9,342 | 7,740 | 29,707 | 13,612 |

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|--------|--------|
| Plankinton Pkg. Co. | 1,454 | 2,486 | 11,269 | 1,667 |
| Swift & Co. | ... | ... | 11,269 | 1,446 |
| United D. B. Co. | 37 | ... | ... | ... |
| R. Gunz & Co. | 106 | 13 | 63 | 53 |
| Armour and Co. | 439 | 1,136 | ... | ... |
| N.Y.B.D.M. Co. | 36 | ... | ... | ... |
| Others | 407 | 302 | 157 | 398 |
| Total | 2,364 | 3,937 | 11,489 | 3,564 |

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|---------|---------|--------|--------|
| Foreign | 1,280 | 2,137 | 24,117 | 4,723 |
| Kingman & Co. | 1,494 | 918 | 9,857 | 1,590 |
| Armour and Co. | 343 | 35 | 1,894 | 26 |
| Indianapolis Abt. Co. | 1,456 | 9 | ... | 964 |
| Hilgemier Bros. | 4 | ... | ... | ... |
| Brown Bros. | 158 | 36 | 78 | 16 |
| Schussler Pkg. Co. | 40 | ... | 521 | ... |
| Riverview Pkg. Co. | 8 | ... | 97 | ... |
| Meier Pkg. Co. | 92 | 11 | 263 | 4 |
| Ind. Prov. Co. | 57 | 4 | 324 | 21 |
| Art. Wabnitz | 6 | 43 | 49 | ... |
| Maas Hartman Co. | 36 | 6 | ... | ... |
| Hoosier Abt. Co. | 12 | ... | ... | ... |
| Others | 625 | 105 | 267 | 899 |
| Total | 5,591 | 3,304 | 38,304 | 8,292 |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|------------------|-------------|--------|--------|
| J. B. Ireton | 98 | 47 | ... | ... |
| Ideal Pkg. Co. | ... | ... | 492 | ... |
| C. A. Freund | 1 | 3 | ... | ... |
| S. W. Gall & Sons | ... | 6 | ... | 433 |
| J. Hilberg & Son | 98 | ... | ... | 73 |
| Gus. Juengling | 106 | 107 | ... | 52 |
| E. Kahn's Sons Co. | 713 | 224 | 1,518 | 532 |
| Kroger G. & B. Co. | 212 | 74 | 2,118 | ... |
| Lohrey Pkg. Co. | 4 | ... | 258 | ... |
| H. H. Meyer Co. | ... | ... | 1,155 | ... |
| W. G. Rehn's Sons | 118 | 43 | ... | ... |
| A. Sander Pkg. Co. | 5 | ... | 1,105 | ... |
| J. Schlachter's Sons | 187 | 134 | ... | ... |
| J. & F. Schroth Co. | 13 | ... | 1,900 | ... |
| J. Vogel & Son | 8 | 3 | 374 | ... |
| John F. Stegner | 228 | 124 | ... | 57 |
| Foreign | 745 | 521 | 5,934 | 4,540 |
| Total | 2,536 | 1,286 | 14,854 | 5,847 |
| Not including 370 | cattle and 5,309 | hogs bought | ... | ... |
| direct. | ... | ... | ... | ... |

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Sept. 7, 1929, with comparisons:

CATTLE.

| | Week ended Sept. 7. | Prev. week. | Cor. week. |
|----------------------|---------------------|-------------|------------|
| Chicago | 25,379 | 27,558 | 21,410 |
| Kansas City | 19,465 | 17,207 | 10,085 |
| Omaha (incl. calves) | 18,033 | 10,124 | 14,672 |
| St. Louis | 13,237 | 14,898 | 16,196 |
| St. Joseph | 10,743 | 9,600 | 13,427 |
| Sioux City | 8,169 | 8,524 | 6,804 |
| Oklahoma City | 3,988 | 4,501 | 4,946 |
| Wichita | 1,082 | 1,330 | 1,745 |
| Denver | 1,820 | 1,947 | 1,937 |
| St. Paul | 9,342 | 9,406 | 9,735 |
| Milwaukee | 2,364 | 2,447 | 2,737 |
| Indianapolis | 5,591 | 4,952 | 4,973 |
| Cincinnati | 2,536 | 2,670 | 1,902 |
| Total | 121,749 | 124,173 | 116,569 |

SHEEP.

| | Week ended Sept. 7. | Prev. week. | Cor. week. |
|---------------|---------------------|-------------|------------|
| Chicago | 60,550 | 71,954 | 60,796 |
| Kansas City | 21,007 | 25,173 | 22,740 |
| Omaha | 27,275 | 46,934 | 39,304 |
| St. Louis | 11,660 | 29,495 | 10,389 |
| St. Joseph | 24,934 | 27,175 | 26,591 |
| Sioux City | 12,397 | 31,248 | 7,577 |
| Oklahoma City | 268 | 6,589 | 105 |
| Wichita | 806 | 5,441 | 1,263 |
| Denver | 4,534 | 5,473 | 18,270 |
| St. Paul | 13,612 | 27,032 | 10,201 |
| Milwaukee | 2,232 | 2,032 | ... |
| Indianapolis | 8,292 | 41,859 | 8,656 |
| Cincinnati | 5,847 | 17,087 | 1,134 |
| Total | 194,879 | 347,642 | 209,078 |

HOGS.

| | Week ended Sept. 7. | Prev. week. | Cor. week. |
|---------------|---------------------|-------------|------------|
| Chicago | 65,571 | 59,725 | 59,900 |
| Kansas City | 24,233 | 15,960 | 17,595 |
| Omaha | 38,233 | 30,802 | 43,331 |
| St. Louis | 21,216 | 11,002 | 15,679 |
| St. Joseph | 20,028 | 28,253 | 20,936 |
| Sioux City | 21,871 | 13,860 | 28,964 |
| Oklahoma City | 4,989 | 431 | 5,769 |
| Wichita | 6,220 | 7,221 | 8,500 |
| Denver | 5,186 | 7,485 | 5,321 |
| St. Paul | 29,707 | 11,883 | 15,609 |
| Milwaukee | 11,489 | 6,723 | 4,625 |
| Indianapolis | 38,304 | 12,090 | 26,302 |
| Cincinnati | 14,854 | 7,598 | 12,726 |
| Total | 307,901 | 204,148 | 264,567 |

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|--------|
| Mon., Sept. 2...Holiday | ... | ... | ... | ... |
| Tues., Sept. 3...23,348 | 3,741 | 41,975 | 30,778 | ... |
| Wed., Sept. 4...16,479 | 2,697 | 20,274 | 27,063 | ... |
| Thurs., Sept. 5...4,967 | 2,302 | 24,319 | 26,079 | ... |
| Fri., Sept. 6...1,450 | 1,113 | 21,065 | 9,637 | ... |
| Sat., Sept. 7...300 | 100 | 5,000 | 1,000 | ... |
| This week | 46,553 | 9,953 | 112,663 | 94,547 |
| Previous week | 51,770 | 10,356 | 138,074 | 89,226 |
| Year ago | 44,390 | 10,442 | 76,097 | 98,376 |
| Two years ago | 51,457 | 10,661 | 102,296 | 94,922 |

Total receipts for month and year to Sept. 7, with comparisons:

| | 1929. | 1928. | 1929. | 1928. |
|--------|---------|--------|-----------|-----------|
| Cattle | 46,553 | 44,641 | 1,529,584 | 1,610,504 |
| Calves | 9,953 | 10,362 | 494,844 | 552,346 |
| Hogs | 112,663 | 76,390 | 5,461,280 | 5,962,573 |
| Sheep | 94,547 | 96,859 | 2,449,766 | 2,428,469 |

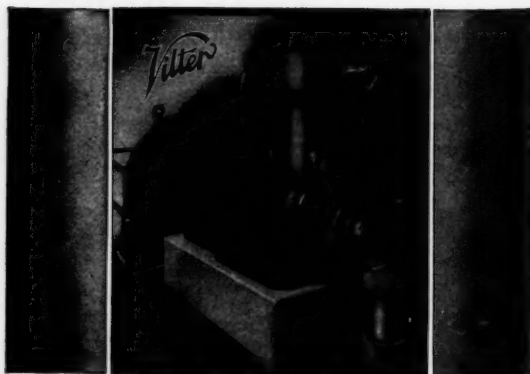
SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------|---------|---------|-------|--------|
| Mon., Sept. 2...Holiday | ... | ... | ... | ... |
| Tues., Sept. 3...4,450 | 80 | 6,699 | 2,101 | ... |
| Wed., Sept. 4...4,181 | 91 | 3,075 | 6,387 | ... |
| Thurs., Sept. 5...3,123 | 95 | 3,942 | 9,923 | ... |
| Fri., Sept. 6...1,026 | 32 | 6,142 | 6,630 | ... |
| Sat., Sept. 7...100 | ... | 1,500 | 500 | ... |

| | | | | |
|---------------|--------|-----|--------|--------|
| This week | 12,882 | 298 | 21,358 | 25,547 |
| Previous week | 16,642 | 372 | 22,984 | 28,330 |
| Year ago | 12,630 | 338 | 20,148 | 31,746 |
| Two years ago | 17,923 | 327 | 32,220 | 31,752 |

WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle. | Hogs. | Sheep. | Lambs. |
|-----------------------|---------|---------|--------|---------|
| Week ended Sept. 7... | \$13.55 | \$10.00 | \$4.00 | \$12.80 |
| Previous week | 14.00 | 10.35 | 4.75 | 13.10 |
| 1928 | 16.25 | 12.10 | 6.00 | 14.95 |
| 1927 | 12.05 | 10.00 | 5.50 | 13.00 |
| 1926 | 10.00 | 11.65 | 5.65 | 14.25 |
| 1925 | 11.35 | 12.00 | 7.10 | 15.00 |
| 1924 | 10.00 | 9.80 | 6.25 | 13.40 |
| Av., 1924-1928 | \$11.95 | \$11.05 | \$6.10 | \$14.10 |



THE BIG PACKERS USE
Vilter Refrigeration; they know the certainty of operation, the economy and serviceability that may be expected from refrigerating machinery bearing the Vilter nameplate.

No matter what your refrigeration problem, Vilter engineers can help you find the correct solution.

Let us know how we may serve you. No obligation, you know. All reports and bulletins are free.

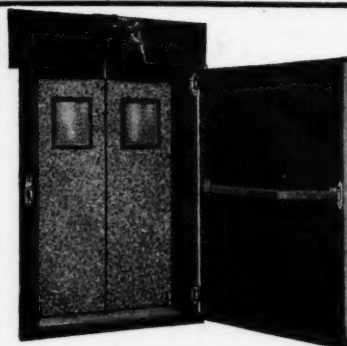
Vilter

The Vilter Manufacturing Co.
976 Clinton Street
Milwaukee, Wisconsin.

For an authoritative solution
of your refrigeration problems
consult our Engineering
Department.

60-29

SINCE 1867



The Stevenson
"Door That Can-
not Stand Open"
—the greatest
money-saving door
ever invented for
busy doorways.
Always closed ex-
cept when filled
with passing goods
or man.

Shall we send you
complete descrip-
tion?

Ready to Ship--NOW!

Cold storage doors*—in all standard, most-used sizes—are kept crated in our various stockrooms, ready to ship the day we receive your order. Write or wire nearest office for stock list of sizes.

*Equipped with the new WEDGETIGHT Fastener if desired at a slight additional price.

STEVENSON COLD STORAGE DOOR CO.
Chester, Pa. U. S. A.

2 West 45th St., New York; Rm. 1832, Builders Bldg., 228 N. La Salle St., Chicago; 333 Market St., San Francisco; 2650 Santa Fe Ave., Los Angeles. Special Traveling Representative for Southern States, address Chester Office.

Stevenson

REGULAR COLD STORAGE DOORS - SPECIAL
FREEZER DOORS - OVERHEAD TRACK DOORS

Mathieson Ammonia

Anhydrous and Aqua

| | | |
|-------------------------|--------------------|----------|
| SODA ASH | VANILLIN | COUMARIN |
| CAUSTIC SODA | BENZOIC ACID | |
| LIQUID CHLORINE | BENZALDEHYDE | |
| BLEACHING POWDER | ETHYL VANILLIN | |
| CHLORINE PRODUCTS | BENZOYL CHLORIDE | |
| BICARBONATE OF SODA | BENZOATE OF SODA | |
| H T H (HYPOCHLORITE) | BENZYL ALCOHOL | |
| PURITE (FUSED SODA ASH) | SULPHUR DICHLORIDE | |

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

The MATHIESON ALKALI WORKS (Inc.)

250 PARK AVENUE, NEW YORK CITY

PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI
WORKS: NIAGARA FALLS, N.Y. RALPHVILLE, VA. NEWARK, N.J.



"United's Service"

provides
economical and efficient

**COLD STORAGE
ROOMS**



Get our proposal and
specifications on your next job

UNITED CORK COMPANIES

Main
Factory

Lyndhurst, N.J.

Branch Offices in
Principal Cities

Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

SAFETY VALVE PRECAUTIONS.

By Robert S. Wheaton.

Automatic ammonia pressure release valves are installed on the ammonia liquid receiver for the purpose of relieving any excessive pressure which may come very quickly without the knowledge of the operator.

The usual cause of a sudden excessive pressure is the failure of the ammonia condenser water supply. If the pressure release valve is not in good condition it may not work, and if it does not work some part of the equipment will be ruptured with consequent unnecessary damage.

The automatic pressure release valve, which is also called a pop safety valve, should connect to the upper part of the ammonia liquid receiver so that only gas will flow through it in case it opens, thus relieving the pressure much more quickly than if it was connected below the liquid level in the receiver.

The outlet of the valve is sometimes piped to a sewer, but usually it is connected to the roof of the building containing the refrigerating plant. When piped to the roof the end of the pipe is secured to a diffuser which is designed to keep rain and snow out of the relief pipe line.

Sometimes the need of the relief pipe line is bent in a semi-circle, with the end of the pipe pointing down. This prevents the entrance of any water into the pipe.

Even with this precaution against the entrance of water moisture very often collects inside of the pipe and the relief valve resulting in a rusted condition of the parts of the valve. The formation of rust inside of the valve can be prevented very easily by the simple expedient of introducing some machine oil in the relief line so that the level of the oil will stand about six inches higher than the outlet of the valve.

The relief line should rise very close to the valve, otherwise an excessive amount of oil will of necessity be in the line. Some operators drill a small hole in the relief line and keep the hole plugged with a pipe plug laid in white lead. Then if there is any question of a leak past the valve the plug can be removed and any odor of escaping ammonia detected.

The pop safety valve at the compressor from the discharge to suction connections should not give trouble from rust formations. If this valve should ever crack open some discharge gas will of course leak into the suction line and reduce the capacity of the plant. This leaky condition can be detected by the presence of abnormal heat in the suction gas or by the discharge connection from the valve becoming unduly warm.

The other safety valves sometimes

used in a plant should also be given periodic inspections to determine that they are in proper working condition.

REFRIGERATION NOTES.

The Battle Creek Ice & Cold Storage Co., Battle Creek, Mich., has been ordered by the city to demolish one of its structures at Water and McCamly sts.

The Magnolia Grocery Co., Magnolia, Ark., is erecting a new building in which will be included cold storage.

A new plant to cost in the neighborhood of \$350,000 will be erected in Salinas, Calif., by the Salinas Cold Storage & Ice Co.

The General Cold Storage Co., Camden, N. J., has been incorporated with a capital stock of \$1,000,000. The incorporators are J. P. Murray, Thomas J. Cauley and Harry C. Polk.

The plant of the Springdale Cold Storage Co., Springdale, Ark., has been remodeled.

The Hardware City Storage Co., New Britain, Conn., is planning the erection of a seven-story cold storage plant at an estimated cost of \$150,000.

M. L. Kessay is planning the erection of a cold storage plant at Fort Pierce, Fla.

The Hynes Ice & Cold Storage Co., Canon City, Colo., will build a new plant in the near future.

A cold storage warehouse is being planned by the Pinellas County Farmers and Clearing House Association, to be erected in Pinellas Park, Fla. The refrigerating equipment will cost about \$100,000.

The Atlantic Ice & Coal Co., Arlington, Ga., has leased the ice plant in that city from the Public Utilities Georgia Corporation for five years. New machinery has been installed in the cold storage plant and it is now operating.

New equipment has been installed in the plant of the Emporia Ice & Cold Storage Co., Madison, Kan.

A cold storage plant, to be erected in Logansport, Ind., is being planned by Kiesling Bros.

A cold storage plant will be installed in the new warehouse being erected in Monett, Mo., by V. B. Hall.

A cold storage plant to cost more than \$350,000 is being planned for Camden, N. J., by the General Cold Storage Co.

Extensive alterations will be made to the plant of the Cashmere Cold Storage Co., Cashmere, Wash.

CHAIN MEAT MARKETS.

(Continued from page 28.)

In fact, the shopping-about policy of some chains and their policy of buying only the cheapest product from each packer has led to small deliveries per store and increased delivery costs per hundred pounds above the cost of deliveries to independent merchants.

Under such conditions the packers are not so much interested in encouraging chain trade. The packer does, however, save the personal selling cost, since the function of assembling orders—ordinarily performed by his

salesmen—is taken over by the supervisors of the chain.

In some cases certain packers and certain chains have in co-operation achieved a lower distribution cost by the concentration of better-balanced orders for delivery by the packer to each store.

Selling Branded Products.

Special problems arise in the purchasing of packers' branded products, such as smoked meats or sausage, for which the packer has a well-established trade developed in part by advertising.

In some cases, the chains, by a more efficient system of merchandising, or by some advantages in buying on account of the quantities in which they purchase, are able to make a modest profit and yet quote lower retail prices than the independent meat retailers, on the same brands of product.

Some chains have used every opportunity to buy a branded product cheap in order to advertise "loss prices," which are more effective when brands are advertised.

However, the packer, whose outlet is yet represented quite largely by the independent trade, knows that when his branded product is quoted in the newspapers at a very low price he will immediately lose much of his trade with the disgruntled independent dealers, who will shift to some packer refusing to sell to chain stores.

Independent dealers will under such circumstances bring great pressure on the packer whose brand has thus been advertised to induce him to quote them sufficiently low prices that they may feel able to meet the published prices of the chains on that brand.

"Leaders" Not Necessarily Bad.

The packer, therefore, knows that if he quotes a low price to the chain he will not only be decreasing his price throughout the market on his brand, but that he will suffer a reduction in his total volume of trade as well. There are cases where packers have practically been ruined by such a situation, and many packers are fearful of such results.

However, retailers are all becoming aware that consumers expect to see a certain number of leaders advertised by chains at attractive prices, and that such procedure does not cheapen the product in the minds of the consumers. If the price reduction on the leader is moderate, the competitive retailers assume that it is a leader price intended as such and not to be interpreted as an impossible price situation.

Good judgment, then, must be used both by packers and by chains in such a trade in order that the retail price quoted is not too far out of line with the relative costs involved.

Many packers are selling their branded products quite readily through chains and yet selling to independent cash-and-credit stores throughout the territory, as long as no particularly irritating situation arises.

Pricing Policies.

Most chain grocery companies handle a good quality of meat in their shops and maintain a price level ade-

quate to show a profit in the meat department. Some of the chains have lower operating costs than independent merchants and therefore are able to maintain price levels which, considering the quality of the products, are somewhat under the price levels charged by credit-and-delivery stores.

But the policy of most chains, according to opinions expressed by their executives, is to price most of their meats at the customary rate prevailing in the community. Instead of cutting prices to attract trade in this field, they more commonly attract trade by a good, dependable quality of product and by attractive, sanitary shop equipment.

Chains use meat charts in establishing their sales prices much more generally than do independents, and by cutting tests and other means are ordinarily much better informed as to proper price levels than are the independent dealers.

Independents Follow Chain Prices.

Chains have commonly shown more bravery in readjusting their prices to new high levels during years or seasons of advancing prices than have independents.

In some cases independents have said that they were actually benefited by the chains leading out on a definite policy in the establishment of prices based on increasing wholesale costs. Chains likewise follow the wholesale market down rather rapidly, and in that way help to move rapidly the surplus of product that is causing the depressed price.

In most cases chains act rather independently in the readjustment of their prices and the independents in the various localities follow suit. In some cities, however, where there is intense competition by the chains, prices become involved in competition that is not always constructive.

While it is becoming understood in the chain field that cut-throat competition is poor business, the misunderstanding as to which chain is actually to blame for the price-cutting orgy frequently leads to intense and bitter competition, causing unusual price reductions and a disorganization not only of the chain units, but of the independent shops as well.

Less Price Recklessness.

One or two chains have adopted a liberal margin of prices, but have protected themselves from cut-throat competition by instructing their supervisors, or in some cases even their managers, to meet the competition of any chain that comes out with a lower price. Such a policy has resulted in stabilization of conditions in some cities.

As chain competition has become more intense, as the grocery field has become more nearly saturated with chains, and as margins of profit have decreased there has not been the same recklessness exhibited in excessive price-cutting.

It seems to be pretty well understood throughout the chain trade that some price-cutting systems adapted to the early introduction of chains on a price basis are not well adapted to the continued prosperity of a large high-grade chain well established in the quality market.

When competition between chains is intense, the meat buyers and super-

visors watch very carefully all movements of their competitors to avoid advertising a higher price on the same article than the competitor is going to advertise in the same issues of the papers.

Price Policies of Chains

There have been some accusations of "gum-shoe" work on the part of chains to obtain information in advance on the prices to be advertised by competing chains. In some chains the aggressive competitive attitude of the management has led to rather harsh criticism of the meat department if it permits itself to be undersold by competitors.

These conditions, however, are not typical of the chain meat trade and must be taken to be an unstable, temporary stage in the greedy competition between overambitious chains.

The following comments are indicative of the price policies of chains co-operating in this study:

Never the cheapest since we handle quality.

Pay no attention to other quality markets.

Quality meats; make our own prices. Same as other, considering quality.

Usually higher on account of higher quality.

Make our own prices; pay little attention to others.

Most always same price.

Pay no attention to competition; charge to realize percentage.

Fix prices by meat charts.

Meet your competition if reasonable.

Hard to anticipate—sometimes we are low, sometimes others.

Price according to cost.

Figure to cut 25 to 30 per cent; feature quality goods.

Sell at same prices as competitors.

Sell at same or lower, never higher.

Same as cash-and-carry competitors.

Leaders.

While chains commonly charge the standard prices asked by competitors on most meat items, most of them do use some leaders in the meat trade as well as in the grocery trade.

There are, however, distinct limitations to the use of leaders in the meat departments, for too often the leader only will be bought and will not attract trade for other items. A grocery store may advertise a few bars of soap at an attractive price and thus attract trade that will buy a quantity of other products, but if the meat department advertises roasts, for example, customers will perhaps buy the roasts and feel that they have enough meat for that time.

In other words, such a leader accomplishes nothing except a large sale of a product that is not priced sufficiently high to pay the cost. Such a leader policy would soon lose a great deal of money for a chain.

However, there are items such as lard and perhaps small packages of bacon that may be used as leaders to attract trade and yet not surfeit the customer with the one item sold at the lower price. Lard frequently has been used as a leader, particularly in the South, where it is consumed in great quantities.

Products Used as Leaders.

Chains have commonly found a better leader policy in the featuring of those products or cuts of meat that are in

most liberal supply and therefore may be offered at the most favorable prices and yet cover retailing costs. Alert buyers for chain stores are constantly watching for such items which they may feature in such advertising as they may do.

During the last year chain stores have used beef or lamb rather seldom on account of the high prices of those items. Pork products have increased so much in price during the year that some products, such as picnics, which

Items Most Commonly Used as Leaders in 1928.
No. of times reported.

| | |
|------------------|---|
| Fresh pork | 9 |
| Bacon | 4 |
| Lard | 3 |
| Ham | 5 |
| Chickens | 5 |
| Beef | 4 |
| Lamb | 3 |

were formerly much used as leaders have been less frequently used for this purpose recently.

A report from twenty chain-store companies contains the following products listed as leaders: Lard, sausage, meat loaf; pork; pork products and lamb; smoked hams—bulk lard, bacon strips; chickens, hamburger; branded products; pork (when cold), beef (when warm); pork items; butter, compound, bacon; port roast, oleo, beef, roast, and hams; chickens; loins—salt meats; chickens; pork; lard, shortening; ham, bacon, lamb, veal; smoked shoulders, pork loins, cooked meat products; hams, pork, legs of lamb, chickens, ribs of beef.

Price Policy on Leaders.

In pricing leaders the chains seldom go below wholesale price, and ordinarily most chains expect to price even their leaders at a rate that will cover most of their retailing costs.

One chain reports a definite policy of selling specials at 10 per cent over wholesale cost. This, of course, does not cover all overhead, but the remainder of the cost may be charged to advertising or trade promotion.

Since the advertising of leaders by the meat department does frequently attract trade to the grocery store, there is some justification for the offering of some leaders at prices that do not cover all costs. Such prices work some hardship on competitive independent retail meat dealers.

Branded Meat Products.

While an advertised brand has additional prestige and any brand tends to show some interest by the manufacturer and therefore commands some respect from the consumer, there are limitations to the usefulness of the brand to the chain store.

Among the 21 chains reporting in this study, 15 said that they favored advertised products, as opposed to 6 stating that they did not. A majority of the chains indicated that brands were not nearly so important in the meat trade as in the regular grocery trade.

Ten chains reported as follows some of their reasons for favoring or not favoring advertised brands of meats:

Demand already developed.

Public is interested in appearance of meat only.

Customers buy by quality and looks of meat.

Quality counts more.

Appearance of meat and confidence

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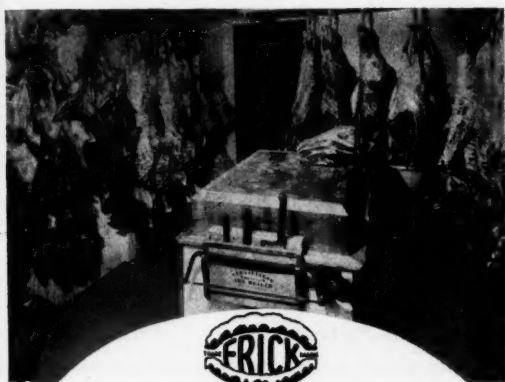
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Refrigeration

For the safe storage of meats, fish, poultry, game, dairy products, fruits, vegetables and other foods, Frick Refrigeration offers many distinct advantages.

Safe, economical, durable machinery—preferred by managers and engineers for nearly 50 years.

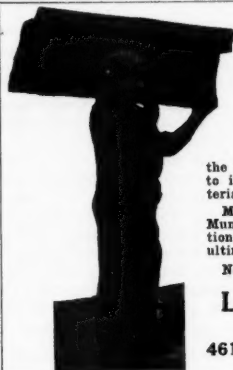
Write for Ice and Frost bulletins.

Frick Company
WAYNESBORO, N.Y.

YORK

for the
**PACKER, SAUSAGE MAKER, RENDERER
AND BY-PRODUCT MANUFACTURER**
Ammonia or Carbon
dioxide systems of
refrigeration
Write for Bulletins

YORK
ICE MACHINERY CORPORATION
YORK, N.Y.



Mundet "Jointite" Cork Board

is ideal insulation for the meat plant—for ice tanks, cold rooms, cold piping, roofing, floors, etc.

Each job is carefully studied with but one object in mind, i.e., to give the meat plant the very best that is suited to its needs, using the highest grade materials at the lowest possible cost.

Mundet "Jointite" Cork Products plus Mundet installation service insure insulation of the highest efficiency and greatest ultimate economy.

No job too large or too small.

L. Mundet & Son, Inc.

Established 1865

461 8th Ave. New York City

Automatic Cooler Door Control!



Leaving Cooler

Pays for Itself in a Single Month

Low temperatures cost money to maintain. Every time the cooler door is opened dollars roll out. AIR-LEC saves four-fifths of this loss by doing the work in one-fifth the time.

Think what it saves in employee's time . . . in breakage of trucks and equipment.

The weak-spot on any cooler door is the latch. With AIR-LEC no latch is needed. It keeps the door tightly and positively sealed at all times, and the door is never slammed.

Install AIR-LEC and add to profits by cutting costs.

AIR-LEC

Dept. of Oscar Mayer & Co.
Madison, Wis.

Savings* with Bloom Systems of Brine Spray Refrigeration

A Combination of Engineering Skill and Experience

Investigate the savings that can be made in *increased turnover** and *economical application** of refrigeration. Learn how you can easily *avoid losses** due to souring or frosted products.

Brine Spray Refrigeration for Beef and Hog Chill Rooms and Meat Coolers, and Air Conditioning Systems for Sausage Rooms are superior when installed by Bloom.

[Humidit. Control Systems Building Cooling Systems
Brine Sprays Air Coolers Drying Systems
Boiler Type Refrigerating Coils]

S. C. BLOOM & COMPANY

MONADNOCK BLOCK

Manufacturers—Contractors—"Specialists to Packers"

CHICAGO, ILL.

in the shop count most with customers. Display and care of products most important.

Only important for fancy ham and bacon.

People are educated to call for brands.

Sales entirely up to the manager.

On the other hand, five chains reported that brands were just as important in the meat trade as in the grocery trade. It is true that customers are more interested in the appearance of meats than in the brand, but well-advertised brands of high-grade meat do certainly have an appeal, which is very effectively used by many chains in their advertising.

Some packers say that their brands have been very effectively advertised by chain companies, even when quoted at somewhat lower prices than independent stores were then charging.

Costs and Profits.

Specific figures on costs and profits were not asked for in this survey on account of the confidential attitude some chains have toward those figures. However, certain general information and some specific, confidential information given by some chains give a fair idea of the range of costs and profits in the trade.

It is the author's estimate that three-fourths to four-fifths of the chain meat markets are showing a profit and that the other one-fifth or one-fourth represents markets newly established or experimental markets that are not likely to be continued.

While most of the chains have gone into the meat business primarily to hold their grocery trade, they have nevertheless shown a profit on meats. Some chains have failed to show a profit during their first year of operation of a market, but have shown a profit during the second year.

Operation Costs.

The costs of operation of a chain meat market are approximately the same as for an independent meat market. There are, however, some significant variations.

In the chain market the butcher or manager is paid a regular salary so that all salaries are relatively fixed costs, whereas the income of the owner of an independent market is simply lower or higher depending upon the efficiency of his business.

The wages of supervisors and buyers for the chains are costs which the independents do not have, and which place

an added burden on chain business. In the purchase of meats, chains have some advantage, possibly 3-5 per cent on an average. This difference frequently more than pays the cost of supervision and buying.

Method of Allocation of Rent and Other Overhead Costs.

EASTERN DIVISION: In proportion to sales volume; one-third of all overhead to meats; repairs to meats, rent 55 per cent to meats; fifty per cent to meat; no division; one-third to meats.

SOUTHERN DIVISION: Four per cent, $\frac{1}{2}$ royalty on sales; rent one-third to meats, lights by number, compared with total number; one-third of all overhead to meats, including advertising; twenty-five per cent of rent, few pay 50 per cent.

WESTERN DIVISION: Proportion to total sales; rent by floor space; one-third of all overhead to meats; forty per cent of overhead to meats; one-third rent, light, insurance, and office pro-rated on sales; rent by space; overhead by sales.

Allocation of Rent Charges.

Rent is about the same for the chain as for the independent, except that the chain occasionally has some very slight advantage because the owner of the building feels safer in giving a long lease to a well-known company. Some property owners have found that chains are more prompt in the payment of rent, and therefore tend to favor them somewhat in rental rates.

The amount of rent charged by the chain against the meat department in combined grocery and meat stores varies. Some chains charge rents and other overhead costs half to meats and half to grocers. Others charge one-third to meats and two-thirds to groceries; still others allocate this charge on the basis of relative space occupied, or volume of sales.

Some chains charging half of the rent to meat departments, and finding that the profits on groceries had increased due to the combination, while it was hard to show a profit on meats, have decided that perhaps a re-allocation of rents would be desirable on some basis more favorable to meats.

No Material Cost Advantage.

In the cost of equipment for a shop, the chains have great advantages in buying since they get material price concessions on quantity orders. But so much more and better equipment is commonly required for a chain—par-

ticularly of a cash-and-carry type—that the total equipment cost may be as high for the chain as for the independent.

In advertising, chains have a relative advantage. Newspaper advertising is much more economical for many stores than for one. However, such advertising does represent an added cost which the independent commonly does not carry and which must be justified by additional sales.

The advertising cost is commonly divided between the meat and grocery departments on the basis of space used. In cases where meat leaders are frequently used to attract grocery trade, the advertising burden may be unreasonably heavy on the meat market department.

All costs taken into consideration, the chain apparently does not have a material advantage over the independent in the meat trade.

Ownership by Chains of Warehousing and Packing Facilities.

Throughout the greater part of the United States the meat trade has typically been a direct trade in which the packer has delivered from wholesale markets or branch houses directly to the store door. The packers are equipped to give that service and chains commonly find it more economical to use the service as established.

Most chains stated that they own neither warehouses, delivery equipment, nor slaughtering plants. They take warehouse delivery for lard, since it is a packaged, non-perishable product that may be handled along with groceries. They likewise commonly take warehouse delivery for much of the bacon that goes to the grocery departments.

Comparatively few of the chains take warehouse delivery of fresh meats and deliver to their own stores. Among 20 chains reporting, but 4 own their own refrigerated warehouses and meat trucks for the delivery of fresh meats to their own stores.

A refrigerated warehouse is very expensive, and the cost is ordinarily prohibitive in competition with the regularly established delivery facilities of the packers. However, there will be more meat warehouses owned by chains in the future, particularly by the larger chains, according to reports from a majority of the chains included in this study.

Chains to Own More Warehouses.

There were but 7 out of 19 who said

"3-C" CALCIUM CHLORIDE for Refrigeration

Flake - - Solid - - Liquor

Three Convenient Forms
Equally Efficient for Refrigerating Brine

"3-C" Calcium Chloride assures a free-flowing brine medium—lower freezing point—less corrosion.

In Flake form "3-C" Calcium Chloride tests 77%-80%. Sold in handy 100-lb. bags and 400-lb. steel drums.

"3-C" Solid Calcium Chloride tests 73%-75%. In 600-lb. drums only.

"3-C" Calcium Chloride liquor is furnished in any strength solution desired. Shipped in tank cars. Especially convenient for charging new plants.

We welcome your request for complete information about "3-C" Calcium Chloride for refrigeration.



"3-C" Calcium Chloride is manufactured by the Columbia Chemical Division, Pittsburgh Plate Glass Company, under Patents Nos. 1,592,971 and 1,597,181.

THE COLUMBIA PRODUCTS CO. - - Barberton, Ohio

that they did not expect to see chains own more meat warehouses in the future, while the remaining 12 indicated that they expected to see more activity along this line, or gave answers indicating that it was not improbable there might be more of such activity.

In some of the eastern cities such as Boston and New York City, packers have not commonly offered store-door delivery to retailers, and chains in those localities have found it necessary to provide for delivery to their own stores.

Delivery Methods.

| | No. delivering from warehouses. | No. receiving store-door delivery from packers. |
|-------------------|---------------------------------|---|
| Lard | 13 | 8 |
| Bacon | 12 | 9 |
| Fresh meats | 5 | 15 |

Some of the meat warehouses recently established by chains in the East are models of convenience and efficiency, located well out of the congested market districts, where they may effect maximum speed in the receiving of carload lots of product and the redistribution of this product to their various stores.

Executives of other chains, observing this superior service to stores, have said that they expected an ultimate increase of that type of thing, in order to better serve their stores, in spite of the fact that the overhead costs and the costs of operation seem unreasonably high compared with the charge which the packer at present makes for store-door delivery.

Prefer Merchandising Viewpoint.

Very few chains own slaughtering facilities. A few small chains do, par-

ticularly where the chain grew out of the packing business.

Most of the chains have indicated that they do not expect to go into the slaughtering business, since they assume that it is a complex business in itself and that it would absorb not only too much capital, but too much administrative energy.

Many chains wish to keep the merchandising point of view clearly in mind without complicating it in any way by the acquisition of manufacturing properties that must be made to pay.

They do not wish to be tied to the costs of a company-owned plant, but rather wish to be free to purchase from the packing companies offering the lowest prices.

Kroger and Bohack Packing Plants.

The Kroger Grocery and Baking Co. has carried on very efficient operations in its plant in Cincinnati, which it has owned for the last twenty years, but which is operated more intensively now than formerly. This company last year purchased a packing plant at Columbus, O., and established the largest sausage factory in Detroit.

It apparently has the intention of establishing some packing facilities in other centers where it has a large number of stores. However, in no case does it supply all of the product used by its stores.

H. C. Bohack and Co., of Brooklyn has a modern plant in which pork is cut and cured, sausage is made, and other meat and poultry products are warehoused for delivery to the stores. Much efficiency has been gained in the

way of high-grade service to the various stores, but, according to the manager of the company, at a very great expense and with many additional administrative problems.

In many cities there is a rather intimate tie-up between sausage makers and chain stores. Five of the chains out of 22 reporting indicated that they have their own sausage factories. Others indicated that they might perhaps enter that field, which is of course a phase of the packing industry that requires comparatively little capital and is more intimately connected with outlets.

IMPORTS OF SAUSAGE CASINGS.

Imports of sausage casings into the United States during July, 1929, according to advance report from the meats, oils and fats section of the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

JULY.

| Origin. | Sheep, lamb and goat casings, lbs. | Other casings, napf. lbs. |
|-----------------------|------------------------------------|---------------------------|
| United Kingdom | 13,138 | 23,086 |
| Netherlands | 220 | 318,653 |
| Germany | 8,716 | 18,384 |
| Russia | 219,939 | 75,738 |
| Canada | 46,406 | 443,547 |
| Argentina | 47,182 | 13,698 |
| British India | 13,698 | 39,688 |
| China | 44,170 | 39,892 |
| Iraq | 39,892 | 32,809 |
| Persia | 32,809 | 13,118 |
| Turkey in Asia | 13,118 | 102,134 |
| Australia | 102,134 | 69,870 |
| New Zealand | 69,870 | 44,744 |
| Brazil | 44,744 | 89,648 |
| Chile | 3,808 | 7,624 |
| Uruguay | 2,585 | 148,485 |
| Other countries | 34,696 | 121,907 |
| Total | 679,243 | 1,569,523 |

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New York Office
New York Produce Exchange

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and Consulting Service**

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Rep., Wyanntekill Mfg. Co., Stockettes, Troy, N. Y.

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American products on
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On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

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**Manufacturers of Tallow, Grease, Oleo Oil
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Boston, Mass.**Branch Offices**

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Drovers and Mechanics
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We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

Chicago Section

M. D. Kenton, of the firm of M. D. Kenton & Co., provision brokers at Havana, Cuba, was a visitor in Chicago this week.

E. G. James of the E. G. James Co., provision and by-product brokers, Chicago, was out of the city several days this week on business.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 28,031 cattle, 5,587 calves, 71,684 hogs and 48,542 sheep.

Dan Gallagher, provision broker, Chicago, left the latter part of the week for a wilderness lake in the northern part of Minnesota near the Canadian line on a vacation fishing trip.

Provision shipments from Chicago for the week ended Aug. 24, 1929, with comparisons, were as follows:

| | Last wk. | Prev. wk. | Cor. wk., 1928. |
|----------------------|------------|------------|-----------------|
| Cured meats, lb.... | 23,072,000 | 22,448,000 | 22,665,000 |
| Fresh meats, lbs.... | 28,382,000 | 36,930,000 | 28,182,000 |
| Lard, lbs. | 9,868,000 | 11,505,000 | 5,068,000 |

Carl F. Kolbe, Kolbe Instant Freezing System, Portland, Me., stopped off in Chicago for several days this week on his way home from a business trip to Galveston, Tex. While in the city Mr. Kolbe took the occasion to call on a number of the meat packing plants.

The packaged lamb chops sent by Swift & Company on the Graf Zeppelin when it left Lakehurst, N. J., for the first lap of its trip around the world, arrived in Germany in perfect condition. The chef of the Hotel Adlon, in Berlin, said they were among the finest he had ever seen.

Frank Ridgway, agricultural editor of the Chicago Tribune, has been chosen by the Federal Farm Board to head up its division of public information. Mr. Ridgway will develop a complete information service to the agricultural press and other channels of public information, especially those reaching the farmers.

L. Harry Freeman, well known in the provision brokerage business, has returned from several weeks' vacation on Nantucket Island. Incidents of his visit were an extensive fire on the island and a sunstroke suffered in Boston and attributed to the heat. Mr. Freeman is of the opinion that the premature marketing of hogs, liquidation by tired longs and hedging by the smaller packers have been factors contributing to the making of a "sick" market in provisions. He believes that the heavy movement of hogs is premature and at the expense of the future.

George Marples, in charge of foreign sales of the Cudahy Packing Company, with Mrs. Marples is sailing for Europe on September 14 for a business and pleasure trip of several months duration.

LINK-BELT PERSONNEL CHANGES.

F. B. Caldwell, vice president of the Chicago plant of the Link-Belt Co., has resigned his position because of ill-health, according to an announcement from the executive office of the company.

W. C. Carter, formerly vice president in general charge of production at all Link-Belt plants, will assume the duties of vice president and general manager of the Chicago plant.

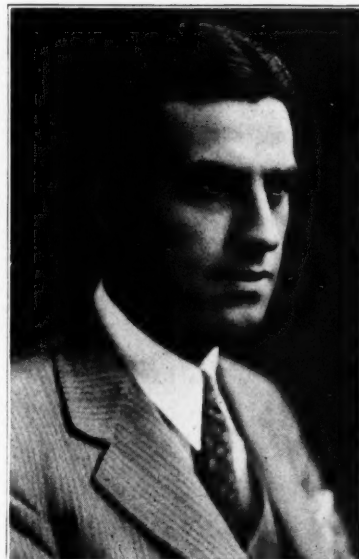
E. J. Burnell, who was manager of the Pittsburgh office, has been appointed sales manager of the western division, with headquarters at the Chicago plant.

Nels Davis, from the Chicago engineering sales force, succeeds Mr. Burnell as manager of Link-Belt's Pittsburgh office.

DIVIDEND ON RATH COMMON.

The Rath Packing Co., Waterloo, Iowa, has recently announced its intention of inaugurating dividends on common stock on an annual basis of \$2.00 per share, payable quarterly, beginning October 1, 1929.

The outstanding capitalization of this company consists of 200,000 shares of common and \$2,027,400 of preferred stock. The net working capital as shown by the balance sheet for the fiscal year ended March 30, 1929, was



SAM E. ANDREWS.

Who goes with the Davidson Commission Co. of Chicago as a member of its sales staff. Mr. Andrews has had considerable experience both in the operating and sales ends of the packing industry, having served a large packer in the branch-house provision department, and of late years in the plant and sales department of the Illinois Meat Company, under the guidance of his father, the late E. C. Andrews.

Mr. Andrews' experience will assist him in rendering valuable service as a broker to packers and jobbers of meat products.

\$3,538,264.45, and the total net worth as \$6,219,062.55, the balance sheet having been adjusted to reflect recent financing.

Sales for the year ended March 30, 1929, were over \$31,500,000 and the net profits, after federal taxes and preferred dividends, amounted to \$919,382.47. The company was incorporated in 1891 with a capital of \$25,000.

PORK AND LARD PRICES.

Average wholesale prices of fresh and cured pork products, lard and compound at Chicago and New York for August, 1929, with comparisons, are figured by the Chicago office of the U. S. Bureau of Agricultural Economics as follows:

FRESH PORK CUTS.

| | Chicago. | | New York. | |
|---|------------|------------|------------|------------|
| | Aug. 1929. | Aug. 1928. | Aug. 1929. | Aug. 1928. |
| Loins. | | | | |
| 8-10 lb. av.... | 29.64 | 31.50 | 29.62 | 30.12 |
| 10-12 lb. av.... | 27.70 | 29.48 | 28.59 | 28.60 |
| 12-15 lb. av.... | 24.32 | 25.56 | 25.01 | 25.28 |
| 16-22 lb. av.... | 19.55 | 19.08 | 21.15 | 21.26 |
| Shoulders, N. Y. Style, Skinned, No. 1. | | | | |
| 8-12 lb. av.... | 17.68 | 19.55 | 19.70 | 20.34 |

CURED PORK CUTS, LARD AND LARD SUBSTITUTES.

| | | | | |
|------------------------------------|-------|-------|-------|-------|
| Hams, Smoked, Regular No. 1. | | | | |
| 8-10 lb. av.... | 29.52 | 27.00 | 30.18 | 27.25 |
| 10-12 lb. av.... | 28.75 | 27.00 | 29.42 | 27.50 |
| 12-14 lb. av.... | 28.00 | 27.00 | 28.68 | 27.30 |
| 14-16 lb. av.... | 28.00 | 28.00 | 28.18 | 27.30 |
| Hams, Smoked, Regular No. 2. | | | | |
| 8-10 lb. av.... | 27.50 | 25.00 | 27.50 | 24.85 |
| 10-12 lb. av.... | 26.75 | 25.00 | 27.18 | 25.00 |
| 12-14 lb. av.... | 26.38 | 26.00 | 26.68 | 24.70 |
| 14-16 lb. av.... | 26.25 | 26.00 | 26.18 | 24.75 |
| Hams, Smoked, Skinned, No. 1. | | | | |
| 16-18 lb. av.... | 29.34 | 29.00 | 29.68 | 27.80 |
| 18-20 lb. av.... | 28.91 | 29.00 | 29.42 | 27.80 |
| Hams, Smoked, Skinned, No. 2. | | | | |
| 16-18 lb. av.... | 27.34 | 27.00 | 25.92 | 24.30 |
| 18-20 lb. av.... | 26.85 | 26.00 | 25.68 | 24.30 |
| Bacon, Smoked, No. 1 (Dry Cure). | | | | |
| 6-8 lb. av.... | 32.12 | 31.00 | 32.00 | 30.80 |
| 8-10 lb. av.... | 30.88 | 31.00 | 31.00 | 29.80 |
| Bacon, Smoked, No. 1 (S. P. Cure). | | | | |
| 8-10 lb. av.... | 25.38 | 24.00 | 24.00 | 22.30 |
| 10-12 lb. av.... | 24.50 | 24.00 | 25.00 | 21.90 |
| Picnics, Smoked, No. 1. | | | | |
| 4-8 lb. av.... | 19.00 | 18.00 | 18.12 | 17.60 |
| Fat Backs, D. S. Cured, No. 1. | | | | |
| 12-14 lb. av.... | 12.36 | 13.70 | 13.75 | 14.45 |
| Lard, ref., hard-wood tubs.... | 13.56 | 14.70 | 14.25 | 14.77 |
| Lard, carton.... | | | 15.16 | .... |
| Lard substitute, hardwood tubs.... | 12.38 | 13.00 | 12.00 | 13.80 |

BRITISH CHAIN EARNINGS.

The International Tea Stores, Ltd., said to be the largest chain grocery organization in England, reports earnings of £676,000 (about \$3,290,000) for the fiscal year recently ended. This compares with £580,000 for the previous year, according to a report from the U. S. Department of Commerce. It is reported that this company has been able to announce continually greater profits for ten successive years. The management of the store points out that this profit has been achieved entirely by increased turnover and economies in distribution, and not by any increase of prices, there having been no increase in the net profit on turnover.

Watch the "Wanted" page for opportunities.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
Sept. 12, 1929.

| Regular Hams. | Green. |
|---------------|--------|
| 8-10 | 19 1/2 |
| 10-12 | 18 1/2 |
| 12-14 | 17 1/2 |
| 14-16 | 17 1/2 |
| 16-18 | 16 1/2 |
| 18-20 | 16 1/2 |
| 10-16 range | 17 1/2 |
| 16-22 range | 16 1/2 |

S. P. Boiling Hams.

| H. Run. | Select. |
|---------------|---------|
| 16-18 | 19 1/2 |
| 18-20 | 19 1/2 |
| 20-22 | 19 1/2 |
| Skinned Hams. | Green. |
| 10-14 | 19 1/2 |
| 14-16 | 19 1/2 |
| 16-18 | 18 1/2 |
| 18-20 | 17 1/2 |
| 20-22 | 16 1/2 |
| 22-24 | 15 1/2 |
| 24-26 | 14 1/2 |
| 26-30 | 13 1/2 |
| 30-35 | 12 1/2 |

Pienics.

| Green. | 14 1/2 @ 14 1/2 |
|--------|-----------------|
| 4-6 | 14 1/2 |
| 6-8 | 13 1/2 |
| 8-10 | 11 1/2 |
| 10-12 | 11 1/2 |
| 12-14 | 11 1/2 |

Bellies.*

| Green. | Cured. |
|--------|--------|
| 6-8 | 21 |
| 8-10 | 19 |
| 10-12 | 17 |
| 12-14 | 16 1/2 |
| 14-16 | 15 1/2 |
| 16-18 | 15 1/2 |

*Square Cut and Seedless.

D. S. Bellies.

| Clear. | Rib. |
|--------|--------|
| 14-16 | 14 |
| 16-18 | 13 1/2 |
| 18-20 | 13 1/2 |
| 20-25 | 13 1/2 |
| 25-30 | 13 1/2 |
| 30-35 | 13 1/2 |
| 35-40 | 13 1/2 |
| 40-50 | 12 1/2 |

D. S. Fat Backs.

| 10 | 10 1/2 |
|-------|--------|
| 8-10 | 10 1/2 |
| 10-12 | 10 1/2 |
| 12-14 | 11 1/2 |
| 14-16 | 11 1/2 |
| 16-18 | 11 1/2 |
| 18-20 | 12 1/2 |
| 20-25 | 13 1/2 |

D. S. Rough Ribs.

| 13 1/2 n | 13 n |
|----------|----------|
| 45-50 | 13 1/2 n |
| 55-60 | 13 n |
| 65-70 | 12 1/2 |
| 75-80 | 12 1/2 |

Other D. S. Meats.

| | | |
|--------------------|-------|--------|
| Extra short clears | 35-45 | 14 |
| Extra short ribs | 35-45 | 14 |
| Regular plates | 6-8 | 11 1/2 |
| Clear plates | 4-6 | 9 1/2 |
| Jowl butts | | 7 1/2 |

FUTURE PRICES.

SATURDAY, SEPTEMBER 7, 1929.

| Open. | High. | Low. | Close. |
|-----------------------|-----------|-----------|-------------|
| LARD— | | | |
| Sept. ..11.77 1/2 | 11.77 1/2 | 11.75 | 11.75ax |
| Oct. ....11.85 | 11.85 | 11.72 1/2 | 11.80ax |
| Nov. ....11.97 1/2 | 11.97 1/2 | 11.85 | 11.95ax |
| Dec. ....12.25 | 12.25 | 12.20 | 12.22 1/2 b |
| CLEAR BELLIES— | | | |
| Sept. ....13.00-12.90 | 13.00 | 12.50 | 13.00b |
| Oct. ....13.00 | 13.10 | 12.90 | 13.10b |
| SHORT RIBS— | | | |
| Sept. ....12.15a | | | 12.15a |
| Oct. ....12.80n | | | 12.80n |

MONDAY, SEPTEMBER 9, 1929.

| Open. | High. | Low. | Close. |
|------------------|-------|-----------|-------------|
| LARD— | | | |
| Sept. ....11.70 | 11.70 | 11.60 | 11.70 |
| Oct. ....11.75 | 11.75 | 11.52 1/2 | 11.72 1/2 b |
| Nov. ....11.95 | 11.95 | 11.75 | 11.77 1/2 n |
| Dec. ....12.25 | 12.25 | 12.07 1/2 | 12.17 1/2 |
| CLEAR BELLIES— | | | |
| Sept. ....13.00 | 13.00 | 12.90 | 13.00 |
| Oct. ....13.05 | 13.05 | 12.75 | 13.00ax |
| Jan. ....13.10 | 13.10 | 13.00 | 13.00b |
| SHORT RIBS— | | | |
| Sept. ....12.10n | | | 12.10n |
| Oct. ....12.75ax | | | 12.75ax |

TUESDAY, SEPTEMBER 10, 1929.

| Open. | High. | Low. | Close. |
|-----------------------|-----------|-----------|--------------|
| LARD— | | | |
| Sept. ....11.67 1/2 | 11.67 1/2 | 11.65 | 11.65 |
| Oct. ....11.55 | 11.70 | 11.55 | 11.67 1/2 b |
| Nov. ....11.85 | 11.90 | 11.85 | 11.80n |
| Dec. ....12.05 | 12.15 | 12.05 | 12.15ax |
| CLEAR BELLIES— | | | |
| Sept. ....13.00 | 13.07 1/2 | 13.00 | 13.00ax |
| Oct. ....13.07 1/2 | 13.07 1/2 | 13.07 1/2 | 13.07 1/2 |
| SHORT RIBS— | | | |
| Sept. ....12.02 1/2 n | | | 12.02 1/2 n |
| Oct. ....12.07 1/2 ax | | | 12.07 1/2 ax |

WEDNESDAY, SEPTEMBER 11, 1929.

| Open. | High. | Low. | Close. |
|---------------------|-----------|-----------|--------------|
| LARD— | | | |
| Sept. ....11.60 | 11.67 1/2 | 11.60 | 11.62 1/2 =b |
| Oct. ....11.62 1/2 | 11.67 1/2 | 11.62 1/2 | 11.67 1/2 ax |
| Nov. ....11.85 | 11.85 | 11.82 1/2 | 11.85b |
| Dec. ....12.12 1/2 | 12.15 | 12.12 1/2 | 12.15b |
| May ....12.50 | | | 12.50b |
| CLEAR BELLIES— | | | |
| Sept. ....13.02 1/2 | 13.02 1/2 | 13.00 | 12.97 1/2 ax |
| Oct. ....13.00 | 13.00 | 13.00 | 13.00ax |
| SHORT RIBS— | | | |
| Sept. ....12.00 | | | 12.00n |
| Oct. ....12.00ax | | | 12.00ax |

THURSDAY, SEPTEMBER 12, 1929.

| Open. | High. | Low. | Close. |
|--------------------|-----------|-----------|--------------|
| LARD— | | | |
| Sept. ....11.65 | 11.80 | 11.65 | 11.75 =ax |
| Oct. ....11.67 1/2 | 11.82 1/2 | 11.67 1/2 | 11.75 |
| Nov. ....11.87 1/2 | 11.97 1/2 | 11.87 1/2 | 11.90ax |
| Dec. ....12.20 | 12.25 | 12.20 | 12.22 1/2 ax |
| May ....12.50 | 12.50 | 12.50 | 12.50 |
| CLEAR BELLIES— | | | |
| Sept. ....12.85 | 13.05 | 12.85 | 12.75n |
| Oct. ....13.00 | 13.05 | 12.90 | 13.00ax |
| SHORT RIBS— | | | |
| Sept. ....12.00 | | | 12.00n |
| Oct. ....12.00 | | | 12.00n |

FRIDAY, SEPTEMBER 13, 1929.

| Open. | High. | Low. | Close. |
|---------------------|-----------|-----------|-------------|
| LARD— | | | |
| Sept. ....11.72 1/2 | 11.72 1/2 | 11.70 | 11.77ax |
| Oct. ....11.75 | 11.75 | 11.67 1/2 | 11.67 1/2 |
| Nov. ....11.92 1/2 | 11.92 1/2 | 11.85 | 11.80ax |
| Dec. ....12.22 1/2 | 12.22 1/2 | 12.22 1/2 | 12.22 1/2 b |
| May ....12.50 | 12.50 | 12.50 | 12.50ax |
| CLEAR BELLIES— | | | |
| Sept. ....13.00 | 13.00 | 13.00 | 13.00 |
| Oct. ....13.02 | 13.02 | 13.02 | 13.02 |
| SHORT RIBS— | | | |
| Sept. ....12.00 | | | 12.00n |
| Oct. ....12.00 | | | 12.00n |

Key: ax, asked; b, bid; n, nominal; = split.

HIDE EXCHANGE DUES SET.

At the annual meeting of the New York Hide Exchange, held yesterday (Tuesday) at 7 Cedar street, the reports of President M. R. Katzenberg

CHICAGO RETAIL MEATS

Beef.

Week ended,
Sept. 11, 1929. Cor. wk. 1928.

| No. | No. | No. | No. | No. | No. |
|----------------------|-----|-----|-----|-----|-----|
| 1. | 2. | 3. | 1. | 2. | 3. |
| Rib roast, hvy. end. | 35 | 30 | 16 | 35 | 30 |
| Rib roast, lt. end. | 45 | 35 | 20 | 45 | 35 |
| Chuck round | 32 | 27 | 21 | 38 | 33 |
| Steaks, round | 50 | 40 | 25 | 55 | 50 |
| Steaks, sirloin cut | 50 | 40 | 25 | 60 | 45 |
| Steaks, porterhouse | 60 | 45 | 25 | 75 | 45 |
| Beef stew, chuck | 27 | 22 | 15 | 27 | 22 |
| Corned briskets, | | | | | |
| boneless | 32 | 28 | 18 | 28 | 24 |
| Corned plates | 20 | 18 | 10 | 20 | 15 |
| Corned rumps, bnl. | 25 | 22 | 18 | 25 | 22 |

Lamb.

| Good. | Com. | Good. | Com. |
|---------------------|------|-------|------|
| Headquarters | 35 | 33 | 40 |
| Legs | 38 | 34 | 42 |
| Stews | 22 | 15 | 25 |
| Chops, shoulder | 25 | 20 | 25 |
| Chops, rib and loin | 50 | 25 | 60 |

Mutton.

| Good. | Com. | Good. | Com. |
|---------------------|------|-------|------|
| Headquarters | 26 | .. | 26 |
| Stew | 14 | .. | 10 |
| Shoulders | 16 | .. | 16 |
| Chops, rib and loin | 35 | .. | 55 |

Pork.

| | | | | |
|-------------------------|----|-----|----|---------|
| Loins, 8@10 av..... | 34 | @36 | 38 | @40 |
| Loins, 10@12 av..... | 32 | @34 | 34 | @37 |
| Loins, 12@14 av..... | 28 | @30 | 32 | @34 |
| Loins, 14 and over..... | 24 | @25 | 26 | @28 |
| Chops..... | | | | @40 |
| Shoulders..... | 20 | @22 | | @27 |
| Butts..... | 25 | @27 | | @32 |
| Spareribs..... | 16 | @17 | | @17 |
| Hocks..... | | @12 | | @14 |
| Leaf lard, raw..... | | @14 | | @12 1/2 |

Veal.

| | | | | |
|-------------------------|----|-----|----|-----|
| Hindquarters | 35 | @40 | 35 | @40 |
| Forequarters | 24 | @28 | 24 | @28 |
| Legs | 35 | @38 | 35 | @40 |
| Breasts | 18 | @22 | 16 | @22 |
| Shoulders | 20 | @22 | 18 | @22 |
| Cutlets | | @50 | | @50 |
| Rib and loin chops..... | | @60 | | @60 |

Butchers' Offal.

| | | |
|------------------------|---------|---------|
| Suet | @ 4 | @ 5 1/2 |
| Shop fat | @ 2 1/2 | @ 2 |
| Bone, per 100 lbs..... | @ 50 | @ 50 |
| Calif skins | @ 18 | @ 22 |
| Kips | @ 16 | @ 21 |
| Deacons | @ 12 | @ 12 |

CURING MATERIALS.

| | Bbls. | Sacks. |
|---------------------------------------|-------|--------|
| Nitrite of soda, l. c. l. Chicago | 9% | |
| Saltwater, 25 bbl. lots, f.o.b. N. Y. | | |
| Dbf. refined granulated | 5% | 5 1/2 |
| Small crystals | 7 1/2 | |
| Medium crystals | 7 1/2 | |
| Large crystals | 8% | |
| Dbf. rfd. gran. nitrate of soda | 3% | 3 1/2 |
| Less than 25 bbl. lots, 1/2 c. more. | | |
| Boric acid, carloads, pwt., bbls. | 8% | 8 1/2 |
| Crystals to powdered, in bbls., in | | |
| 5 ton lots or more | 9 1/2 | 9% |
| In bbls. in less than 5-ton lots | 8 1/2 | 9 |
| Borax, carloads, powdered, in bbls. | 5 | 4% |
| In ton lots, gran. or pow., bbls. | 5 | 4 1/2 |

| Salt— | |
|---|--------|
| Granulated, car lots, per ton, f.o.b. Chicago, bulk | \$6.60 |
| Medium, carlots, per ton, f.o.b. Chicago, bulk | 9.10 |
| Rock, carlots, per ton, f.o.b. Chicago | 8.60 |

| Sugar— | |
|--|--------|
| Raw sugar, 96 basis, f.o.b. New Orleans | @ 4.02 |
| Second sugar, 90 basis | None |
| Syrup testing 63 and 65 combined sucrose and invert, New York | @ .38 |
| Standard gran. f.o.b. refiners | @ 5.40 |
| Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% | @ 4.60 |
| Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% | @ 4.80 |

and Treasurer Floyd Y. Keeler were adopted and dues for the ensuing year fixed at \$250.00.

Mr. Katzenberg said that the exchange, although the youngest in New York, had already come to be recognized as an important addition to the city's commodity future markets.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2417 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| | Week ended Sept. 11, 1929. | Cor. week, 1928. |
|----------------------------|-------------------------------|---------------------|
| Prime native steers..... | 24 @25 1/4 | 26 1/4 @27 1/4 |
| Good native steers..... | 23 @24 | 25 1/4 @26 1/4 |
| Medium steers..... | 22 @23 | 24 1/4 @25 1/4 |
| Helfers, good..... | 21 @22 | 20 @21 |
| Cows..... | 15 @18 | 15 1/4 @18 |
| Hind quarters, choice..... | 27 @31 | 30 @32 |
| Fore quarters, choice..... | 20 @21 | 21 1/4 @22 1/4 |

Beef Cuts.

| | | |
|-----------------------------------|---------|---------|
| Steer loins, No. 1..... | @44 | @44 |
| Steer loins, No. 2..... | @42 | @43 |
| Steer short loins, No. 1..... | @54 | @55 |
| Steer short loins, No. 2..... | @51 | @52 |
| Steer loin ends (hips)..... | @34 | @34 |
| Steer loin ends, No. 2..... | @33 | @34 |
| Cow loins..... | @29 | @30 |
| Cow short loins..... | @36 | @36 |
| Cow loin ends (hips)..... | @22 | @24 |
| Steer ribs, No. 1..... | @33 | @33 |
| Steer ribs, No. 2..... | @33 | @33 |
| Cow ribs, No. 1..... | @29 | @29 |
| Cow ribs, No. 2..... | @16 | @16 |
| Steer rounds, No. 1..... | @24 | @25 |
| Steer rounds, No. 2..... | @23 1/4 | @24 1/4 |
| Steer chuck, No. 1..... | @19 1/4 | @20 |
| Steer chuck, No. 2..... | @21 | @22 |
| Cow rounds..... | @14 1/4 | @15 1/4 |
| Cow chuck..... | @14 1/4 | @15 1/4 |
| Steer plates..... | @12 | @13 |
| Medium plates..... | @12 | @13 |
| Briskets, No. 1..... | @10 1/4 | @11 1/4 |
| Steer navel ends..... | @10 1/4 | @11 1/4 |
| Cow navel ends..... | @10 1/4 | @11 1/4 |
| Fore shanks..... | @11 | @11 1/4 |
| Hind shanks..... | @10 | @10 |
| Strip loins, No. 1, boneless..... | @70 | @70 |
| Strip loins, No. 2..... | @42 | @42 |
| Sirloin butts, No. 1..... | @30 | @30 |
| Sirloin butts, No. 2..... | @30 | @30 |
| Beef tenderloins, No. 1..... | @70 | @70 |
| Beef tenderloins, No. 2..... | @70 | @70 |
| Rump butts..... | 25 @30 | 20 @30 |
| Flank steaks..... | @27 | @27 |
| Shoulder clods..... | 20 @21 | 20 @21 |
| Hanging tenderloins..... | @20 | @18 |

Beef Products.

| | | |
|-------------------------|--------|--------|
| Brains (per lb.)..... | @12 | @11 |
| Tongues, 4@5..... | 35 @36 | 35 @36 |
| Sweetbreads..... | @42 | @42 |
| Ox tails, per lb..... | @15 | @15 |
| Fresh tripe, plain..... | 7 @8 | 7 @8 |
| Fresh tripe, H. C..... | @10 | @10 |
| Livers..... | 17 @22 | 19 @22 |
| Kidneys, per lb..... | @14 | @15 |

Veal.

| | | |
|---------------------|--------|--------|
| Choice carcass..... | 25 @26 | 27 @28 |
| Good carcass..... | 24 @25 | 24 @25 |
| Good saddles..... | 30 @33 | 27 @35 |
| Good backs..... | 18 @21 | 18 @22 |
| Medium backs..... | 14 @15 | 13 @15 |

Veal Products.

| | | |
|-------------------|--------|--------|
| Brains, each..... | 12 @14 | 11 @12 |
| Sweetbreads..... | @75 | @80 |
| Calf livers..... | 55 @55 | 50 @55 |

Lamb.

| | | |
|---------------------------|-----|-----|
| Choice lambs..... | @25 | @32 |
| Medium lambs..... | @28 | @34 |
| Choice saddles..... | @30 | @34 |
| Medium saddles..... | @28 | @32 |
| Choice fores..... | @22 | @24 |
| Medium fores..... | @20 | @22 |
| Lamb fries, per lb..... | @33 | @33 |
| Lamb tongues, per lb..... | @18 | @15 |
| Lamb kidneys, per lb..... | @30 | @30 |

Mutton.

| | | |
|----------------------------|-----|--------|
| Heavy sheep..... | @7 | 9 @10 |
| Light sheep..... | @12 | @12 |
| Heavy saddles..... | @10 | 12 @15 |
| Light saddles..... | @16 | @18 |
| Heavy fores..... | @5 | @10 |
| Light fores..... | @10 | @14 |
| Mutton legs..... | @15 | @21 |
| Mutton loins..... | @8 | @10 |
| Mutton stew..... | @8 | @10 |
| Sheep tongues, per lb..... | @16 | @15 |
| Sheep heads, each..... | @12 | @10 |

Fresh Pork, Etc.

| | | |
|--------------------------------|--------|----------|
| Pork loins, 8@10 lbs. avg..... | @31 | @35 |
| Picnic shoulders..... | @17 | @18 |
| Skinned shoulders..... | @18 | @23 |
| Tenderloins..... | @47 | @60 |
| Spare ribs..... | @14 | @16 |
| Back fat..... | @14 | @14 |
| Boston butts..... | @23 | @28 1/4 |
| Hocks..... | @13 | @10 |
| Tails..... | @12 | @10 |
| Neck bones..... | @4 | @6 |
| Slit bones..... | @14 | @14 |
| Blade bones..... | @14 | @17 |
| Pigs' feet..... | @7 | 4 1/2 @5 |
| Kidneys, per lb..... | @11 | @9 1/2 |
| Livers..... | @7 1/2 | @12 |
| Brains..... | @14 | @14 |
| Har..... | @7 | @5 |
| Snouts..... | @7 | @7 |
| Heads..... | @10 | @8 |

DOMESTIC SAUSAGE.

| | |
|---|---------|
| Fancy pork sausage, in 1-lb. cartons..... | @29 |
| Country style sausage, fresh in link..... | @22 |
| Country style sausage, fresh in bulk..... | @20 |
| Country style sausage, smoked..... | @25 1/4 |
| Frankfurts in sheep casings..... | @24 |
| Frankfurts in hog casings..... | @21 |
| Bologna in beef bungs, choice..... | @18 1/4 |
| Bologna in cloth, paraffined, choice..... | @20 1/4 |
| Bologna in beef middles, choice..... | @19 |
| Liver sausage in hog bungs..... | @26 |
| Smoked liver sausage in hog bungs..... | @15 |
| Liver sausage in beef rounds..... | @18 |
| Head cheese..... | @30 |
| New England luncheon specialty..... | @22 |
| Mixed luncheon specialty..... | @24 |
| Tongue sausage..... | @18 |
| Blood sausage..... | @21 1/4 |
| Polish sausage..... | @16 |
| Souse..... | @16 |

DRY SAUSAGE.

| | |
|---|-----|
| Cervelat, choice, in hog bungs..... | @51 |
| Thuringer Cervelat..... | @27 |
| Farmer..... | @35 |
| Holsteiner..... | @33 |
| B. C. Salami, choice, in hog bungs..... | @50 |
| B. C. Salami, new condition..... | @29 |
| Frissas, choice, in hog middles..... | @46 |
| Genoa style Salami..... | @56 |
| Pepperoni..... | @44 |
| Mortadella, new condition..... | @27 |
| Capicola..... | @57 |
| Italian style hams..... | @45 |
| Virginia hams..... | @55 |

SAUSAGE IN OIL.

| | |
|---|--------|
| Bologna style sausage in beef rounds— | |
| Small tins, 2 to crate..... | \$7.25 |
| Large tins, 1 to crate..... | 8.25 |
| Frankfurt style sausage in sheep casings— | |
| Small tins, 2 to crate..... | 8.50 |
| Large tins, 1 to crate..... | 9.50 |
| Frankfurt style sausage in hog casings— | |
| Small tins, 2 to crate..... | 8.00 |
| Large tins, 1 to crate..... | 9.00 |
| Smoked link sausage in hog casings— | |
| Small tins, 2 to crate..... | 7.50 |
| Large tins, 1 to crate..... | 8.50 |

SAUSAGE MATERIALS.

| | |
|--|------------|
| Regular pork trimmings..... | @12 |
| Special lean pork trimmings..... | 17 1/4 @18 |
| Extra lean pork trimmings..... | 19 1/2 @20 |
| Neck bone trimmings..... | @14 1/4 |
| Pork cheek meat..... | @11 |
| Pork hearts..... | @16 1/4 |
| Native boneless bull meat (heavy)..... | @14 1/4 |
| Boneless chucks..... | @13 1/4 |
| Shank meat..... | @13 1/4 |
| Beef trimmings..... | @11 |
| Beef hearts..... | 10 1/4 @12 |
| Beef cheeks (trimmed)..... | 11 1/2 @12 |
| Dressed canners, 300 lbs. and up..... | @11 1/4 |
| Dressed canners, 350 lbs. and up..... | @11 1/4 |
| Dr. bologna bulls, 500@700 lbs..... | @18 1/4 |
| Beef tripe..... | @16 |
| Cured pork tongues (canner trim)..... | @16 |

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

| | |
|-------------------------------|------------|
| Beef casings: | |
| Domestic round, 180 pack..... | @45 |
| Domestic round, 140 pack..... | @50 |
| Wide export rounds..... | 55 @60 |
| Medium export rounds..... | @48 |
| Narrow export rounds..... | 60 @60 |
| No. 1 weasands..... | @19 |
| No. 2 weasands..... | @16 |
| No. 1 bungs..... | 38 @40 |
| No. 2 bungs..... | @25 |
| Regular middles..... | 1.05 @1.10 |
| Selected wide middles..... | @1.35 |
| Dried bladders: | |
| 12/15..... | @2.25 |
| 10/12..... | @2.00 |
| 8/10..... | @1.25 |
| 6/8..... | @.85 |

| | |
|-----------------------------------|--------|
| Hog casings: | |
| Narrow, per 100 yds..... | @2.75 |
| Narrow, special, per 100 yds..... | @2.25 |
| Medium, regular, per 100 yds..... | @1.25 |
| Wide, per 100 yds..... | @1.00 |
| Extra wide, per 100 yds..... | @1.15 |
| Export bungs..... | 33 @34 |
| Large prime bungs..... | 22 @23 |
| Medium prime bungs..... | 10 @12 |
| Small prime bungs..... | 6 @7 |
| Middles..... | 18 @20 |
| Stomachs..... | 8 @10 |

VINEGAR PICKLED PRODUCTS.

| | |
|---|---------|
| Regular tripe, 200-lb. bbl..... | \$18.00 |
| Honeycomb tripe, 200-lb. bbl..... | 22.00 |
| Pocket honeycomb tripe, 200-lb. bbl..... | 23.00 |
| Pork feet, 200-lb. bbl..... | 15.50 |
| Lamb tongues, 200-lb. bbl..... | 79.00 |
| Lamb tongues, long cut, 200-lb. bbl..... | 25.50 |
| Lamb tongues, short cut, 200-lb. bbl..... | 71.00 |
| Meat pork, regular..... | \$28.00 |
| Family back pork, 24 to 34 pieces..... | 34.50 |
| Family back pork, 35 to 45 pieces..... | 34.50 |
| Clear back pork, 40 to 50 pieces..... | 27.50 |
| Clear plate pork, 25 to 35 pieces..... | 20.50 |
| Brisket pork..... | 22.50 |
| Beef pork..... | 21.00 |
| Plate beef..... | 28.00 |
| Extra plate beef, 200 lb. bbls..... | 29.00 |

BARBELED PORK AND BEEF.

| | |
|--|---------|
| Meat pork, regular..... | \$28.00 |
| Family back pork, 24 to 34 pieces..... | 34.50 |
| Family back pork, 35 to 45 pieces..... | 34.50 |
| Clear back pork, 40 to 50 pieces..... | 27.50 |
| Clear plate pork, 25 to 35 pieces..... | 20.50 |
| Brisket pork..... | 22.50 |
| Beef pork..... | 21.00 |
| Plate beef..... | 28.00 |
| Extra plate beef, 200 lb. bbls..... | 29.00 |

COOPERAGE.

| | |
|---|------------------|
| Ash pork barrels, black iron hoops..... | \$1.57 1/4 @1.60 |
| Oak pork barrels, black iron hoops..... | 1.57 @1.67 1/4 |
| Ash pork barrels, galv. iron hoops..... | 1.77 1/4 @1.80 |
| White oak ham tierces..... | 2.42 1/4 @2.45 |
| Red oak lard tierces..... | 2.42 1/4 @2.45 |
| White oak lard tierces..... | 2.62 1/4 @2.65 |

OLEOMARGARINE.

| | |
|---|---------|
| Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago..... | @25 |
| White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago..... | @20 1/2 |
| Nut. 1-lb. cartons, f.o.b. Chicago..... | @17 |
| (30 and 60-lb. solid packed tubs, 1c per lb. less.) | |
| Pastry, 60 lb. tubs, f.o.b. Chicago..... | @15 |

DRY SALT MEATS.

| | |
|--------------------------------------|---------|
| Extra short clears..... | @14 |
| Extra short ribs..... | @16 |
| Short clear middles, 60-lb. avg..... | @13 1/4 |
| Clear bellies, 18@20 lbs..... | @14 |
| Clear bellies, 14@16 lbs..... | @13 1/4 |
| Rib bellies, 20@25 lbs..... | @13 1/4 |
| Rib bellies, 25@30 lbs..... | @13 1/4 |
| Fat backs, 10@12 lbs..... | @11 1/4 |
| Fat backs, 14@16 lbs..... | @11 1/4 |
| Regular plates..... | @7 1/2 |
| Butts..... | @7 1/2 |

WHOLESALE SMOKED MEATS.

| | |
|---|---------|
| Fancy reg. hams, 14@16 lbs..... | @27 1/4 |
| Fancy skd. hams, 14@16 lbs..... | @29 1/4 |
| Standard reg. hams, 14@16 lbs..... | @21 |
| Picnics, 4@8 lbs..... | @33 1/4 |
| Fancy bacon, 6@8 lbs..... | @28 1/4 |
| Standard bacon, 6@8 lbs..... | @28 1/4 |
| No. 1 beef ham sets, smoked— | |
| Insides, 8@12 lbs..... | @50 |
| Outsides, 6@9 lbs..... | @41 |
| Knuckles, 6@9 lbs..... | @46 |
| Cooked hams, choice, skin on, fattened..... | @41 |
| Cooked hams, choice, skinned, fattened..... | @41 |
| Cooked hams, choice, skinned, fattened..... | @42 |
| Cooked picnics, skin on, fattened..... | @27 |
| Cooked picnics, skinned, fattened..... | @46 |
| Cooked loin roll, smoked..... | @46 |

ANIMAL OILS.

| | |
|---|---------|
| Prime edible lard oil..... | @14 1/4 |
| Headlight burning oil..... | @12 1/4 |
| Prime W. S. lard oil..... | @11 1/4 |
| Extra W. S. lard oil..... | @11 1/4 |
| Extra lard oil..... | @11 1/4 |
| Extra No. 1 lard oil..... | @10 1/4 |
| No. 1 lard oil..... | @10 1/4 |
| No. 2 lard oil..... | @10 1/4 |
| Acidless Tallow..... | @10 1/4 |
| 20 D. C. T. neatfoot..... | @18 |
| Pure neatfoot oil..... | @14 1/4 |
| Special neatfoot oil..... | @11 1/4 |
| Extra neatfoot oil..... | @11 1/4 |
| No. 1 neatfoot oil..... | @11 |
| Oil weighs 7 1/4 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels. | |

LARD.

| | |
|---------------------------------|--------------|
| Prime steam..... | @11.70 |
| Prime steam, loose..... | @11.25 |
| Kettle rendered, tierces..... | @11.87 |
| Refined lard, boxes, N. Y..... | @12.87 1/2 |
| Leaf, raw..... | @11.50 |
| Neutral, in tierces..... | @13.75 |
| Compound, acc. to quantity..... | 11.25 @11.50 |

OLEO OIL AND STEARINE.

| | |
|----------------------------------|----------------|
| Oleo oil, extra, in tierces..... | 10 1/4 @10 1/4 |
| Oleo stocks..... | 9 1/4 @10 |
| Prime No. 1 oleo oil..... | @9 1/4 |
| Prime No. 2 oleo oil..... | @9 1/4 |
| Prime No. 3 oleo oil..... | @9 1/4 |
| Prime oleo stearine, edible..... | 9 1/4 @10 |

TALLOWES AND GREASES.

| | |
|---|--------------|
| Edible tallow, under 1% acid, 45 titre..... | @8 1/4 |
| Prime packers tallow..... | 8 1/4 @8 1/4 |
| No. 1 tallow, 10% f.f.a..... | 7 1/4 @8 1/4 |
| No. 2 tallow, 40% f.f.a..... | 6 1/4 @7 1/4 |
| Choice white grease..... | 8 1/4 @8 1/4 |
| A-White grease..... | 7 1/4 @8 1/4 |
| B-White grease, max. 5% acid..... | 7 1/4 @8 1/4 |
| Yellow grease, 10@15% f.f.a..... | 7 1/4 @7 1/4 |
| Brown grease, 40% f.f.a..... | 6 1/4 @7 1/4 |

VEGETABLE OILS.

| | |
|--|----------------|
| Crude cottonseed oil in tanks, f.o.b..... | @7 1/4 |
| Valley points, nom. prompt..... | @10 1/4 |
| White, deodorized, in bbls., c.a.f. Chgo..... | 10 1/4 @10 1/4 |
| Yellow, deodorized, in bbls..... | 10 1/4 @10 1/4 |
| Soap stock, 50% f.f.a., f.o.b..... | 2 1/4 @2 1/4 |
| Corn oil, in tanks, f.o.b. mills..... | 8 1/4 @8 1/4 |
| Soya bean, f.o.b. mill..... | 6 1/4 @6 1/4 |
| Cocunut oil, seller's tanks, f.o.b. const..... | 9 1/4 @9 1/4 |
| Refined in bbls., c.a.f., Chicago, nom..... | 9 1/4 @9 1/4 |

SPICES.

(These prices are basis f.o.b. Chicago.)

| | Whole. | Ground. |
|----------------------|--------|---------|
| Allspice..... | 31 | 34 |
| Cinnamon..... | 14 | 18 |
| Cloves..... | 36 | 40 |
| Coriander..... | 8 | 8 |
| Ginger..... | 20 | 20 |
| Mace..... | 1.00 | 1.05 |
| Nutmeg..... | 37 | 40 1/4 |
| Pepper, black..... | 24 | 24 |
| Pepper, Cayenne..... | 24 | 24 |
| Pepper, red..... | 40 | 40 |
| Pepper, white..... | 64 | 68 |

Retail Section

Knowing How to Buy Keeping the Stock Fresh and in Liberal Supply Important

By Everett B. Wilson.

Department of Retail Merchandising,
Institute of American Meat Packers.

Under-buying and over-buying are two important sources of loss in the retail food business. Both can be avoided to a great extent by proper record keeping, and the trouble and expense of keeping these records usually will far more than pay for themselves.

By failing to have some article in stock for which there is a demand, the dealer not only loses the sale of that item but often loses the sale of additional items which might have been purchased at the same time.

It is not uncommon to hear a housewife say, "I don't buy from such-and-such a market very often. They're always out of things, especially when I need them."

If the truth were known, it is probable that the dealer had been out of what the housewife needed only on a few occasions, but he is losing trade consistently for having failed the customer when he did and for having given her the impression that he "always" is out of things.

Baker Builds Big Volume.

In the writer's home town it formerly was absolutely impossible to buy sweet rolls after five o'clock on Saturday afternoon. Every baker and grocer in town was out of them every Saturday after that hour.

Then one of the bakers woke up to the fact that there was business to be had, and he baked up an additional batch of rolls one Saturday afternoon. By nine o'clock he had sold 100 dozen rolls which were made after five o'clock.

His customers now expect him to have rolls during the evening and he continues to do a big extra trade after his competitors' supplies are exhausted. In this instance, it was a case of under-baking instead of under-buying, but the principle is the same.

Over-buying is just as serious. When a dealer buys more than his trade will absorb, his business suffers in several ways:

First, some of his capital is tied up in dead stock and can not be used to purchase fast-moving merchandise which may be badly needed.

Secondly, if the slow-moving merchandise stays on the shelves or in the cooler long enough, it must be sold at a sacrifice. This reduces the dealer's average margin and profit.

In the third place, over-stock often is sold after it becomes shopworn or out of condition, with the result that customers become dissatisfied.

Dealer Should Know Needs.

Some dealers over-buy because they don't know what they actually need. We shall say more of this a little later. Others over-buy because they permit the salesman to sell them more than they really want. In most cases, this is not the fault of the salesman. Every salesman knows that it does not pay to over-sell his customers, because that

practice will eventually work against him. But unless the dealer or the salesman knows how much the dealer does need, over-selling may result.

Between the two evils—over-buying and under-buying—there is a happy medium which should be the aim of every dealer. By determining what his experience has been in the past under similar conditions, a dealer can guard against either possibility.

One way is to keep a record of the sales of various commodities. For this particular purpose, however, it is not necessary to analyze the sales of every commodity. Attention can be concentrated on those which the dealer often is out of or over-stocked with.

Sales Need Analyzing.

In the case of some items on which the turnover consistently is slow, the dealer may want to know his sales for a period of a month or perhaps two or three months. On other items which turn quickly, he may want to know daily or weekly sales. This will be especially true of perishables.

It also is necessary, in the case of some commodities, to know how much has been sold on different days of the week, especially Saturday and Monday. Once a record has been obtained of past sales, the dealer is in position to figure how he should buy in the future.

It must be borne in mind, of course, that past experience is not a sure-fire guide to the future. A dealer may find that he has sold exactly 250 lbs. of pork chops or 30 dozen oranges every Saturday for two months and still his sales may be greater or less the coming Saturday. The law of averages must be used intelligently.

It also is important to note that, in the case of commodities which consistently are out of stock, past experience is not the only factor to consider. The dealer must estimate how much more he could have sold if his stock had not been exhausted. To do this, it is necessary to keep a record of the orders which could not be filled.

Special Orders a Problem.

If the task of keeping such a record becomes burdensome and interferes with other duties of the clerk, the difficulty can be met by checking only a few items at one time. A small note book kept by the cash register will serve for recording such information.

When the dealer knows pretty closely what he can expect to sell within a given period or on a certain day, he is in position to buy more intelligently and to avoid the losses which accompany uninformed purchasing.



PACKAGED MEATS ON CASES SELL BETTER.

The man who said, "Goods well displayed are half sold," knew his merchandising. Proper display is an important factor in any retail merchandising plan. In the Great Southwest Market, Los Angeles, Calif., every effort is made to show the merchandise to the best advantage. Note the packaged meats stacked on the display cases. Displaying these meats in this manner has increased their sales about one-third.

Consideration also must be given to the special order problem. It often happens that a good and profitable customer whose favor the dealer wishes to keep at almost any cost will order some item which the dealer does not keep in stock. In order to please the customer the dealer orders especially for her and sometimes has to order a larger quantity than the customer wants at the time. He then puts the balance on a shelf or in the refrigerator and waits for someone else to order the rest.

Druggist Learns a Lesson.

A retail druggist recently told us a shelf in the rear of his store and pointed to a dusty collection of cartons and bottles.

"I'm going to take a complete loss on all this stuff. It is what is left over from special orders I placed to accommodate some of my good customers. In some cases, they placed the order and then never came back to get the goods or else refused to take it when it arrived. And nobody else wants it."

This happens in all lines of retail business. Unless his customer is such a big customer that he can afford to risk taking a loss on unsold portions of the order, the dealer must refuse to accept the order in the first place or else he must go out and buy the exact quantity from some other dealer. Often the latter procedure will save money for him, even though he makes no profit on the sale.

It is impossible to make any definite rules with regard to these phases of buying. One extreme is as bad as the other. The dealer who has records to help tell him how to buy stands the best chance of buying profitably.

MEETING COMPETITION.

The present competitive conditions can be met successfully by the independent merchant, in the opinion of the Bureau of Business and Government Research of the University of Colorado.

It recommends that the individual merchant either adopt a cash and carry policy and compete in the low-price field, or that he feature a straight service store. The independent chain is recommended for consideration by the merchant who desires to conduct a cash-and-carry business. If he wishes to conduct his store on a service basis, particular attention to credit and delivery service is recommended.

After deciding on a definite policy and taking the steps necessary to make his establishment efficient in the type chosen, it is recommended that the independent should capitalize on the points in which the manager-owned store is supposed to excel.

These are listed as pride in a personal establishment, personal contact with the public and sales clerks, ability to adjust prices to local conditions and the opportunity to give to the store a personality and character of its own.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

COOKING BEEF CUTS.

A good piece of meat can be ruined in the cooking. On the other hand a clever cook will make delicious and appetizing dishes from the cheaper cuts and from meats that are not first-class in quality.

It is to the retailer's advantage to encourage good meat cookery, because meats well cooked and attractively served encourage meat consumption.

The following information on beef cooking comes from Winifred Brennan, Department of Home Economics, Institute of American Meat Packers. Many of your customers will, no doubt, find this information useful.

Guesswork is foreign to modern cooking methods. Such scientific contrivances as oven regulators and temperature controllers have made the modern housewife far more efficient than was her grandmother who was satisfied to select a cut of meat, place it in an oven, and roast it until it had reached a certain degree of tenderness and until the surface had reached the desired shade of brown. This increased efficiency in the methods employed by the housewife has made her meat dishes far more attractive and tasty than formerly.

Today the housewife realizes that particular cuts of meat require particular methods of cooking. Because different cuts from the same animal may vary somewhat in tenderness and palatability, she knows that her methods of preparation must necessarily vary. This is especially true of cuts from the beef carcass.

A blade roast from the beef shoulder, for example, should not be cooked the same way as the rib roast. The carving of a blade roast will be simplified if the blade bone is removed.

To prepare the blade roast, wipe the meat with a damp cloth, rub the surface with salt, and dredge it in flour. Place the meat in a roasting pan with a little bacon fat or drippings and sear the meat on both sides.

Place a rack beneath the meat in the roasting pan and, after adding two cups of water, place it in an oven which has been preheated to 300 degs. F. For a medium roast allow approximately 30 minutes per pound.

Seasonings are important in meat cookery. By adding one chopped onion, a chopped carrot, and a little celery salt to the meat while roasting, its flavor, as well as that of the gravy, will be improved.

A roast prepared in this manner is always welcome as the main dish for dinner. It can be prepared in the morning with a minimum amount of heat while one is preparing other foods for the day.

If meats get wet and slimy in your ice box, write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

NEWS OF THE RETAILERS.

The J. E. Rasdale meat market, Ashley, Mich., was damaged by fire recently.

Thomas Goslin has purchased the meat business of Cales & Blossom, Morrice, Mich.

C. M. Pierce & Son have sold the Palace Meat Market, Caro, Mich., to Ross Tait.

Moore & Van Wert of the Madras Meat Market, Madras, Ore., have dissolved partnership.

Robert Carns is now sole owner of the meat and grocery business at 8240 Pacific ave., Tacoma, Wash.

The United Groceries & Market has engaged in the meat and grocery business at Burlington, Wash.

Ray Smith and L. F. Armstrong have sold their interest in the Sanitary Market, Elma, Wash., to Rollin Pomerton.

The Kilburn Avenue Cash Meat Market has opened at 922 Kilburn ave., Rockford, Ill.

The City Meat Market, Plymouth, Ia., has been purchased by Lloyd Pomerton.

Edward Droege of Winnebago, Minn., has purchased the R. A. Barlow Meat Market at Mankato, Minn.

George Maurer has sold his interest in the Maurer and Schirmer meat market, Lake Benton, Minn., to Leo Weeter.

G. B. Edmondson has sold his interest in the Edmondson and Thime meat market, Cooperstown, N. D., to his partner.

The Badger Market, West Allis, Wis., meats, etc., has been opened at 7210 National ave.

Buehler Brothers, Sycamore, Ill., meats, have withdrawn from business.

The Well Grocery & Meat Market has opened at Jasper, Ind.

Walter Sharp has sold his meat market at Kentland, Ind., to W. Leslie Strole & Lloyd Ford.

Gus Gehler, Waterloo, Ia., meats, will seek a new location soon.

Ely Klotz has purchased the interests of M. J. Jenson in the meat market and grocery at 1019 4th st., Waterloo, Ia.

George Splitstoser will open a meat market soon in Morris, Minn.

Tony Scheinost, Creighton, Neb., has sold out to Coust Strobel and Wm. Taylor.

Kent Campbell has opened a meat market at Rolla, N. D.

L. A. Wyman will open a meat market soon in Yankton, S. D.

John Jarshau has purchased the F. H. Kuffer meat market, Appleton, Wis.

The Dagnon Meat Market, Gays Mills, Wis., was damaged by fire recently.

Arthur Elsby opened his 4th Meat Market and grocery store recently at 2633 Commercial ave., Madison, Wis.

Hugh Budlong has become sole owner of the Beaumont Market, 1261 Fremont, Portland, Ore.

The Farmers Meat Market, Marshfield, Ore., has been damaged by fire to the extent of about \$3,000.

Paul Dybbro has purchased the meat business of J. B. Hall at Mt. Vernon, Wash.

New York Section

NEW YORK NEWS NOTES.

J. E. O'Neil, Mission Provision Co., San Antonio, Tex., has been visiting New York for a few days.

Timothy Anglin, poultry manager, Conron Bros. Co., is spending his vacation at Alberon, N. J.

J. Fisher, superintendent, United Dressed Beef Co., is touring through the South on a three weeks' vacation.

W. T. Hurd, poultry department, Swift & Company, New York is vacationing in Wisconsin.

H. L. Skellinger, district office, Wilson & Co., New York, has just returned from several days' visit in Chicago.

Max Cohen of the Dakota Packing Co., South St. Paul, Minn., has been visiting in New York during the past week.

P. Wohl, Inc., buyers of beef and hog casings, formerly of 76 Pearl st., New York, have moved into new quarters at 274 Water st., New York.

Thos. H. Nash of the Cleveland Provision Co., Cleveland, O., has been visiting his many friends in New York during the past week.

H. G. Rosenberger, purchasing agent, United Dressed Beef Co., is motoring through the South with his family. Before returning to his duties he will visit Niagara Falls.

The United Keystone Club, membership of which is composed of the employees of the United Dressed Beef Co., held an outing at Nepari Park, Hastings, N. Y., on Saturday, September 7.

F. S. Peters, pork department of Armour and Company, New York, just returned from a trip to the Pacific coast. He enjoyed his vacation as well as seeing points of interest, but even photographs of Pikes Peak make him shudder now.

Mark Rowan has been appointed head of the receiving department at the F. A. Ferris plant of Stahl-Meyer, Inc. Edward Maubey, an employee of F. A. Ferris Co. for the past 47 years, just returned from a two months' vacation.

Arthur Burck, a member of the Brooklyn Branch, whose shop is located in the Prospect Park West section, has returned from a vacation. Mr. Burck and some friends, making a party of five, motored to Quebec, and Montreal, returning via Lake Placid where they remained several days.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 7, 1929:

Meat—Manhattan, 707 lbs.; poultry

and game—Brooklyn, 32 lbs.; Manhattan, 27 lbs.

Jack Tierney is on the staff at the local office of the U. S. Bureau of Agricultural Economics and is in training to become a meat market reporter and a meat grader. After he has qualified and passed the civil service examination, he will be transferred to another point. Mark Mullahey has been given assignment as meat market reporter and meat grader.

AMONG RETAIL MEAT DEALERS.

A committee of Fred Hirsch, Leo Spandau, F. Feiderbein, E. Ritzman and Philip Gerard, with President F. Ruggerio, attended the meeting of the Westchester branch on Wednesday of this week in order to arrange for a summer outing of several branches. The next meeting of the Bronx Branch will be held on Wednesday evening, September 18.

EBERHART HEADS GOBEL SALES.

Announcement is made this week by Frank M. Firor, president of Adolf Gobel, Inc., of the selection of A. L. Eberhart as vice-president of the company. Mr. Eberhart will have his headquarters in New York City, and he will have charge of the company's sales.

Rapid expansion of this company's merchandising activities, together with enlargement of manufacturing operations in the West as well as the East, have made it necessary for President Firor to delegate some of his duties, so that he may have more time for general direction of the operations of what



A. L. EBERHART
Vice President in charge of sales, Adolf Gobel, Inc., New York City.

is fast coming to be a nation-wide food manufacturing and distributing organization.

News of the selection of Mr. Eberhart to head Gobel sales will attract the attention of the meat industry, in which he has long been a prominent figure. From the days 30 years ago when he was a Swift sales manager, up to recent times, he has been known as one of the best sales organizers and merchandising executives in the industry. Following his Swift connection he went to George A. Hormel & Co. and had a leading part in the building up of that great organization. When the Jacob Dold Packing Co. established its Omaha plant he took charge and built up the Western sales organization of that company, remaining there until he became a partner in the Chicago provision house of Cross, Roy, Eberhart & Harris.

He is a sound merchandiser, a square trader and a successful leader and teacher in the sales field. His activities in his new connection will be watched with special interest, in view of the rapidly changing trends in food distribution.

HYGRADE SALES ORGANIZATION.

The new sales organization of the Hygrade Food Products Corporation has been formed with the following divisional managers:

J. A. Law, Parker-Webb division, Detroit, Michigan; W. G. Fletcher, Klink Packing division, Buffalo, N. Y.; F. W. Regan, F. Schenk & Sons division, Wheeling, W. Va.; J. H. Edmondson, Chas. Wolff Packing division, Topeka, Kas.; B. S. Pincus, Philadelphia division, Philadelphia, Pa.; J. Finnerty, Chris Grozinger division, Brooklyn, N. Y.; L. Levy, Bronx Provision division, Bronx, New York.

M. E. Feldman, 523 West St. Branch, New York City; L. Pearlman, Boston, Massachusetts division, Boston, Mass.; W. C. Hickley, Parker Webb division, Boston, Mass.; Sol Aaronson, 152 Broadway, Brooklyn, N. Y. branch, New York City; H. Feierstein, 137 Franklin St., Brooklyn, N. Y. branch; M. Cohen, 151 East 4th St., New York branch; S. Kleinberg, Carmel Provision Co. division, 74 East Fourth St., New York City; J. Rabinowitz, Carmel Provision Co. division, 112 East Fourth St., New York City.

The new executive offices of the Hygrade Food Products Corporation will be located in the Hudson Terminal building, 50 Church st., New York City, after October 1, 1929.

In addition to the officers of the corporation, the following executives will have their headquarters at that point: Leo Joseph, general sales manager; A. L. Arthur, eastern sales manager; C. L. Tingle, division manager, eastern plants; A. W. Cushman, division manager, western plants; K. W. Woodruff, auditor.

JOHN CONRON PASSES ON.

John Conron, member of the firm of Conron Bros., wholesale meat and provision dealers and leaders in the poultry merchandising field, died at his home in New York City on September 4, 1929, after a long illness.

With his brother, Joseph Conron,

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Sausage Bags

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BELL'S SAUSAGE SEASONING

The William G. Bell Company, Boston, Massachusetts

Evangeline Brand

Log Cabin Sausage Seasoning

Write for sample. Taste tells the Tale

We operate the largest electric and steam dryer Pepper Plant in the world. ST. MARTINVILLE, LA.—Where the richest QUALITY Peppers Grow—Agents Wanted.

Evangeline Pepper & Food Products

St. Martinville, La., U. S. A. Established 1912

president of the company, he established a business in a small store on the west side in 1887 which has now come to be one of the leading concerns in a nation-wide field.

Conron Bros. have production plants at several points in the west and sales branches at a number of strategic locations in the metropolitan district.

John Conron was quiet and unassuming but a tireless worker and always at his post of duty. The business continues as it has been for many years under the able direction of President Joseph Conron.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Sept. 7, 1929, with comparisons:

| | Week ended Sept. 7. | Prev. week. | Cor. week, 1928. |
|-------------------|---------------------|-------------|------------------|
| Westr. drsd. mts: | | | |
| Steers, carcasses | 7,460 | 7,013 | 5,718½ |
| Cows, carcasses | 658 | 415 | 736 |
| Bulls, carcasses | 32 | 21 | 132 |
| Veals, carcasses | 7,079 | 6,426 | 6,163 |
| Lambs, carcasses | 21,297 | 24,101 | 19,569 |
| Mutton, carcasses | 4,545 | 4,679 | 3,044 |
| Beef cuts, lbs. | 279,494 | 294,436 | 150,444 |
| Pork cuts, lbs. | 1,439,205 | 1,423,735 | 817,440 |
| Local slaughters: | | | |
| Cattle | 7,840 | 8,655 | 9,057 |
| Calves | 12,276 | 13,662 | 14,130 |
| Hogs | 36,482 | 42,373 | 34,137 |
| Sheep | 60,402 | 66,950 | 59,734 |

BUFFALO LIVESTOCK IN AUGUST.

The receipts and disposition of livestock at Buffalo, N. Y., during August, 1929, were as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Receipts | 21,595 | 24,580 | 63,700 | 51,063 |
| Shipments | 10,430 | 20,021 | 29,845 | 35,219 |
| Local slaughter | 11,357 | 4,233 | 33,954 | 16,668 |

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Sept. 7, 1929:

| | Week ended Sept. 7. | Prev. week. | Cor. week, 1928. |
|------------------------|---------------------|-------------|------------------|
| Western dressed meats: | | | |
| Steers, carcasses | 2,306 | 2,401 | 2,220 |
| Cows, carcasses | 334 | 605 | 819 |
| Bulls, carcasses | 363 | 311 | 446 |
| Veals, carcasses | 1,402 | 1,323 | 1,298 |
| Lambs, carcasses | 9,414 | 9,871 | 8,558 |
| Mutton, carcasses | 1,595 | 1,640 | 1,398 |
| Pork, lbs. | 325,757 | 337,995 | 265,116 |
| Local slaughters: | | | |
| Cattle | 1,518 | 1,435 | 1,090 |
| Calves | 2,228 | 2,192 | 2,107 |
| Hogs | 13,512 | 12,090 | 12,302 |
| Sheep | 5,646 | 7,425 | 6,250 |

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's guide.

MEMPHIS PACKING CORPORATION, Memphis, Tenn.

Light Weight, Medium Butcher
Cows, Cannors, Cutters

Cable Address "EVERGOOD"

Car Lot Shippers

Hide on Calves and Vealers, Bulls,
Dressed Hogs and Pigs

Phone 3-4700

They Sell on Sight
Frankfurters
Corned Beef, Boiled Ham
Head Cheese, Meat Loaf
Tongue, Bacon, Bolognas

Otto Stahl's

"Ready to Eat Meats"

Delicious!



Delicatessens—Meat Markets—Food Shops Served
3rd AVE. AT 127th ST., NEW YORK

Adolf Gobel, Inc.

Wholesale Provisioners

Hams, Bacon, Frankfurters, Meat Loaves,
Bolognas, Sausages, Tongue, Lard



Quality Meat Products

Daily Service to Delicatessens, Meat Markets
Luncheon Shops and Refreshment Stands

ADOLF GOBEL, Inc. Flushing and Morgan Ave.
Brooklyn, N. Y.

The P. Brennan Co., Pork Packers

3921-3929 So. Halsted St.

Union Stock Yards

Chicago

[Straight and Mixed Cars of
Packing House Products]

NEW YORK MARKET PRICES

LIVE CATTLE.

| | |
|-------------------------|---------------|
| Steers, good | \$13.25@14.00 |
| Steers, medium | 10.75@13.25 |
| Cows, common and medium | 7.00@ 8.50 |
| Bulls, cutter-medium | 6.50@ 9.25 |

LIVE CALVES.

| | |
|-------------------------|---------------|
| Vealers, good to choice | \$16.00@19.50 |
| Vealers, medium | 11.25@16.00 |

LIVE SHEEP AND LAMBS.

| | |
|------------------------|---------------|
| Lambs, good to choice | \$13.50@14.75 |
| Lambs, medium | 11.00@13.50 |
| Lambs, common | 8.00@11.00 |
| Ewes, medium to choice | 4.50@ 6.00 |

LIVE HOGS.

| | |
|--------------------|---------|
| Hogs, 160-210 lbs. | \$11.10 |
| Hogs, medium | @10.90 |
| Hogs, 120 lbs. | @10.75 |
| Roughs | @ 9.00 |
| Good Roughs | @ 9.25 |

DRESSED HOGS.

| | |
|-------------------|--------|
| Hogs, heavy | @17.75 |
| Hogs, 180 lbs. | @17.75 |
| Pigs, 80 lbs. | @18.75 |
| Pigs, 80-140 lbs. | @18 |

DRESSED BEEF.

CITY DRESSED.

| | |
|------------------------|--------|
| Choice, native heavy | @27.75 |
| Choice, native light | @27.75 |
| Native, common to fair | @25.75 |

WESTERN DRESSED BEEF.

| | |
|---------------------------------------|-----|
| Native steers, 600@800 lbs. | @26 |
| Native choice yearlings, 400@600 lbs. | @26 |
| Good to choice heifers | @24 |
| Good to choice cows | @21 |
| Common to fair cows | @18 |
| Fresh bologna bulls | @18 |

BEEF CUTS.

| | Western. | City. |
|----------------------------|----------|--------|
| No. 1 ribs | @32 | 31 @32 |
| No. 2 ribs | @28 | 29 @30 |
| No. 3 ribs | @25 | 27 @28 |
| No. 1 loins | @40 | 42 @44 |
| No. 2 loins | @36 | 38 @41 |
| No. 3 loins | @32 | 34 @36 |
| No. 1 hinds and ribs | @29 | 30 @32 |
| No. 2 hinds and ribs | @28 | 28 @29 |
| No. 3 hinds and ribs | @26 | 26 @27 |
| No. 1 rounds | @23 | 22 @23 |
| No. 2 rounds | @21 | 20 @21 |
| No. 3 rounds | @19 | 19 @19 |
| No. 1 chuck | @22 | 22 @23 |
| No. 2 chuck | @20 | 20 @21 |
| No. 3 chuck | @19 | 19 @20 |
| Bolognas | @17 | 17 @18 |
| Rolls, reg. | @18 | 18 @18 |
| Rolls, reg., 4@6 lbs. avg. | @17 | 17 @18 |
| Tenderloins, 4@6 lbs. avg. | @60 | 60 @70 |
| Tenderloins, 5@6 lbs. avg. | @80 | 80 @90 |
| Shoulder clods | @10 | 10 @11 |

DRESSED VEAL AND CALF.

| | |
|-----------------------|-----|
| Prime veal | @31 |
| Med. to choice veal | @28 |
| Med. to common veal | @15 |
| Good to choice calves | @21 |
| Med. to common calves | @17 |

DRESSED SHEEP AND LAMBS.

| | |
|---------------|-----|
| Lambs, prime | @30 |
| Lambs, good | @27 |
| Sheep, good | @15 |
| Sheep, medium | @13 |

FRESH PORK CUTS.

| | |
|--|-----|
| Pork loins, fresh, Western, 10@12 lbs. | @31 |
| Pork tenderloins, fresh | @60 |
| Pork tenderloins, frozen | @55 |
| Shoulders, city, 10@12 lbs. avg. | @19 |
| Shoulders, Western, 10@12 lbs. | @20 |
| Butts, boneless, Western | @28 |
| Butts, regular, Western | @24 |
| Hams, Western, fresh, 10@12 lbs. avg. | @26 |
| Hams, city, fresh, 6@10 lbs. avg. | @28 |
| Picnic hams, Western, fresh, 6@8 lbs. | @17 |
| Pork trimmings, extra lean | @26 |
| Pork trimmings, regular, 50% lean | @16 |
| Spareribs, fresh | @17 |

SMOKED MEATS.

| | |
|---------------------------------|--------|
| Hams, 8@10 lbs. avg. | @26 |
| Hams, 10@12 lbs. avg. | @26.75 |
| Hams, 12@14 lbs. avg. | @26 |
| Picnics, 4@6 lbs. avg. | @17.75 |
| Picnics, 6@8 lbs. avg. | @18 |
| Rolettes, 6@8 lbs. avg. | @18 |
| Beef tongue, light | @32 |
| Beef tongue, heavy | @36 |
| Bacon, boneless, Western | @23 |
| Bacon, boned, city | @22 |
| Pickled bellies, 8@10 lbs. avg. | @20 |

FANCY MEATS.

| | |
|-----------------------------------|---------------|
| Fresh steer tongues, untrimmed | 30c a pound |
| Fresh steer tongues, l. c. trim'd | 43c a pound |
| Sweetbreads, beef | 70c a pound |
| Sweetbreads, veal | \$1.00 a pair |
| Beef kidneys | 20c a pound |
| Mutton kidneys | 25c a pound |
| Livers, beef | 18c a pound |
| Oxtails | 35c a pound |
| Beef hanging tenders | 30c a pound |
| Lamb fries | 10c a pair |

BUTCHERS' FAT.

| | |
|-------------|---------|
| Shop fat | @ 2 |
| Edible suet | @ 4 |
| Edible suet | @ 5 1/2 |
| Cond. suet | @ 4 1/2 |

GREEN CALFSKINS.

| | 5-9 | 9 1/2-12 1/2 | 12 1/2-14 | 14-18 | 18 up |
|-------------------|-----|--------------|-----------|-------|----------|
| Prime No. 1 veals | .23 | 2.50 | 2.70 | 2.90 | 3.95 |
| Prime No. 2 veals | .21 | 2.30 | 2.45 | 2.65 | 3.70 |
| Buttermilk No. 1 | .20 | 2.15 | 2.35 | 2.55 | 3.70 |
| Buttermilk No. 2 | .18 | 1.95 | 2.10 | 2.30 | 3.70 |
| Branded Gruby | .11 | 1.25 | 1.30 | 1.50 | 2.05 |
| Number 3 | | | | | At value |

LIVE POULTRY.

| | |
|-------------------------------------|-----|
| Fowls, colored, per lb. via freight | @31 |
| Fowls, Leghorn | @27 |

BUTTER.

| | |
|------------------------------------|---------|
| Creamery, extras (92 score) | @45 1/2 |
| Creamery, firsts (88 to 89 score) | @43 |
| Creamery, seconds (84 to 87 score) | @39 1/2 |
| Creamery, lower grades | @38 |

EGGS.

(Mixed colors.)

| | |
|--------------------|---------|
| Extras, dozen | @41 1/2 |
| Extra firsts, doz. | @37 |
| Firsts, doz. | @36 |
| Checks | @29 |

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

| | |
|--------------------------------------|-----|
| Western, 60 to 65 lbs. to dozen, lb. | @34 |
| Western, 48 to 54 lbs. to dozen, lb. | @29 |
| Western, 43 to 47 lbs. to dozen, lb. | @28 |
| Western, 36 to 42 lbs. to dozen, lb. | @27 |
| Western, 30 to 35 lbs. to dozen, lb. | @27 |

Fowls—fresh—dry pkd.—12 to box—prime to fecy:

| | |
|--------------------------------------|-----|
| Western, 60 to 65 lbs. to dozen, lb. | @36 |
| Western, 48 to 54 lbs. to dozen, lb. | @32 |
| Western, 43 to 47 lbs. to dozen, lb. | @31 |
| Western, 36 to 42 lbs. to dozen, lb. | @29 |
| Western, 30 to 35 lbs. to dozen, lb. | @28 |

Ducks—

Long Island, per lb., prime to fancy.24 @25

Turkeys—

Argentine, young toms, 14-16 lbs. up...42 @44

Argentine, young hens, 10 lbs. up...40 @41

Squabs—

White, ungraded, per lb....40 @50

Chickens, fryers—fresh—12 to box—prime to fecy:

Western, 36@42 lbs., per lb....@33

Chickens, roasters—froz.—12 to box—prime to fecy:

Western, 60 to 65 lbs., per lb....42 @45

Western, 48 to 54 lbs., per lb....38 @40

Western, 43 to 47 lbs., per lb....34 @35

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Sept. 5, 1929:

| | Aug. 30 | 31 | Sept. 2 | 3 | 4 | 5 |
|---------|---------|-----|---------|--------|----|--------|
| Chicago | .43 | .43 | Holiday | 44 1/2 | 44 | 44 1/2 |
| N. Y. | .44 | .44 | Holiday | 44 | 45 | 45 |
| Boston | .45 | .45 | Holiday | 45 1/2 | 46 | 45 1/2 |
| Phila. | .45 | .45 | Holiday | 45 | 46 | 46 |

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

| | | | | | |
|--------|--------|---------|----|----|--------|
| 42 1/2 | 42 1/2 | Holiday | 43 | 43 | 43 1/2 |
|--------|--------|---------|----|----|--------|

Receipts of butter by cities (tons):

| | Wk. to Prev. | Last | Since Jan. 1— |
|---------|--------------|--------|---------------|
| | Sept. 5. | week. | 1929. |
| Chicago | 34,076 | 36,793 | 2,716,825 |
| N. Y. | 51,065 | 58,535 | 4,957,240 |
| Boston | 14,886 | 16,946 | 18,702 |
| Phila. | 16,368 | 18,035 | 911,949 |

Total 116,395 128,309 110,801 6,799,259 6,576,332

Cold storage movement (lbs.):

| | In | Out | On hand | Same |
|----------|----------|----------|------------|------------|
| | Sept. 5. | Sept. 5. | Sept. 4. | week-day |
| Chicago | 46,187 | 71,123 | 28,982,135 | 22,442,040 |
| New York | 85,194 | 167,762 | 22,888,829 | 16,236,096 |
| Boston | 108,151 | 95,136 | 10,691,645 | 11,088,124 |
| Phila. | 39,016 | 55,688 | 6,981,804 | 6,574,066 |
| Total | 278,548 | 350,709 | 69,044,413 | 56,340,326 |

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

| | |
|--|------------|
| Ammonium sulphate, bulk, delivered per 100 lbs. | 2.10@ 2.15 |
| Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York | @ 2.15 |
| Blood, dried, 15-16% per unit | @ 4.40 |
| Fish scrap, dried, 11% ammonia 10% B. P. L. f.o.b. fish factory | 3.65 @ 10c |
| Fish guano, foreign, 13@14% ammonia, 10% B. P. L. | 4.50 @ 10c |
| Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory | 3.50 @ 50c |
| Soda Nitrate, in bags, 100 lbs. spot | @ 2.09 |
| Tankage, ground, 10% ammonia, 15% B. P. L. bulk | 4.50 @ 10c |
| Tankage, unground, 9@10% ammo | 4.25 @ 10c |

Phosphates.

| | |
|---|--------|
| Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f. | @27.00 |
| Bone meal, raw, 4 1/2 and 50 bags, per ton | @36.50 |
| Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat | @ 9.50 |

Potash.

| | |
|--------------------------------------|--------|
| Manure salt, 20% bulk, per ton | @12.50 |
| Kalnit, 12.4% bulk, per ton | @ 9.10 |
| Muriate in bags, basis 80%, per ton | @56.75 |
| Sulphate in bags, basis 80%, per ton | @47.75 |

Beef.

| | |
|--------------------------|--------|
| Cracklings, 50% unground | @ 1.10 |
| Cracklings, 60% unground | @ 1.20 |

Meat Scraps, Ground.

| | |
|-----|--------|
| 50% | @65.00 |
| 55% | @75.00 |

BONES, HOOF AND HORNS.

| | |
|--|---------------|
| Round shin bones, avg. 48 to 50 lbs., per 100 pcs. | \$5.00@125.00 |
| Flat shin bones, avg. 40 to 45 lbs., per 100 pcs. | @ 85.00 |
| Black or striped hoofs, per ton | 45.00 @ 50.00 |
| White hoofs, per ton | @ 75.00 |
| Thigh bones, avg. 85 to 90 lbs., per 100 pieces | @110.00 |
| Horns, according to grade | 75.00@200.00 |

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Sept. 7, 1929, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|--------|--------|
| Jersey City | 4,148 | 7,640 | 1,145 | 42,689 |
| Central Union | 2,619 | 1,307 | 440 | 13,623 |
| New York | 644 | 3,621 | 19,171 | 6,221 |
| Total | 7,411 | 12,568 | 20,756 | 62,533 |
| Previous week | 7,428 | 13,277 | 21,708 | 62,685 |
| Two weeks ago | 6,951 | 12,681 | 20,966 | 64,042 |

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.
NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.
NEW YORK, N. Y.
Caledonia 0113-0114

1929.

S.
r.

@ 2.15

@ 2.15

@ 4.40

5 & 10c

5 & 10c

.50 & 50c

@ 2.00

5 & 10c

5 & 10c

@27.00

@56.50

@ 9.50

@12.50

@ 9.10

@84.75

@47.75

@ 1.10

@ 1.20

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